TRADE AND INDUSTRY

13 April 1972 Volume 7 No 2 10p

Benefits of new regional measures: companies can recoup over half their expenditure on new projects

New Ministers at the DTI

Switzerland—not all cheese and Alphorns

Preparing for Europe—4: Into Europe by design and effort

Direct exporters and the credit terms of exports

Assistance for outward trade missions

Actual photograph of Cimex power source.

The Power of the Cimex!

FLASH · WORLD REPORTS CONFIRM MASSIVE PENETRATION OF GOVERNMENT AND CIVIL ESTABLISHMENTS STOP DESTRUCTIVE POWER IMMENSE STOP WORLDWIDE INFILTRATION NOW KNOWN TO BACKDATE 1933 STOP OBJECTIVE TO ELIMINATE DUST AND DIRT AND DESTROY GERMS STOP MAINTAIN OPEN CHANNEL FOR UPDATE · ENDS.

CIMEX INTERNATIONAL · ORPINGTON · KENT BR5 3PX · ENGLAND
MAKERS OF THE WORLD'S MOST POWERFUL INDUSTRIAL CLEANING AND MAINTENANCE MACHINES

Trade and Industry

Incorporating the Board of Trade Journal and New Technology
Volume 7. No. 2. Pages 33 to 80. April 13, 1972. Price 10p. Net subscription, post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London, SE1. 01-928 6977 ext. 472

Due to circumstances beyond editorial control, this issue of *Trade and Industry* has been restricted to 48 pages. Certain articles have therefore been shortened. We apologise to readers for any inconvenience.

HOME NEWS AND FEATURES

34 Companies can now recoup half their expenditure on new projects
35 New Minister at the DTI
36 Switzerland—not all cheese and Alphorns
38 Preparing for Europe—4: Into Europe by design—and effort
40 Mr. Michael Noble attends UNCTAD III
40 CBI 'Impact Europe' train
40 Conference will develop new marketing ideas for executives
40 Farnham Castle programme on French and West German markets
41 'Selling to France' New BOTB publication
41 Official appointments
41 Anti-dumping investigation on alarm clocks from East Germany
41 Applications for temporary exemption from import duty
42 Prevention of Fraud (Investment) Act 1958
42 Civil Aviation Authority
42 Appointment of members of the Civil Aviation Authority
42 Continental Shelf Report for year 1970-71
43 Appeal against Laker Skytrain decision dismissed
43 Traffic separation in the English Channel
43 Royal Navy publishes first of new international charts
44 1972 Design Awards for capital goods
47 Patents endorsed 'Licences of Right'
47 Group technology practice
47 New Air Letter form
47 GOVERNMENT SURPLUS SALES

STATISTICS

48 Index to statistics
49 The economy: selected indicators
50 Direct exporters and the credit terms of exports
54 Capital expenditure of manufacturing, distributive and service industries in the fourth quarter of 1971
55 Retailers' stocks in February
56 Manufacturers' and distributors' stocks in the fourth quarter of 1971
57 Cinema admissions and takings in December and the year 1971
57 British Film Fund Agency returns
57 Registrations of British and foreign films
58 Retail trade in February
59 Hire purchase and other instalment credit business in February
59 Business Monitor
60 Activity in the textiles industry
63 Textile industry: orders and deliveries
63 Made-up clothing: orders and deliveries
64 Statistics of catering
65 Turnover of the catering trades in February

TRADE PROMOTION

EXHIBITIONS AND FAIRS

67 1850 British firms to participate in DTI-supported promotions abroad
67 South German opportunities for consumer goods
67 Stockholm Boat Show a success for exhibitors
67 DTI display for Computer Aided Design exhibition
67 Princess Anne to open antiques fair
69 Capital goods sales increase in California
69 Intercon continues as US electronics market shop window
70 MISSIONS AND TOURS
71 EXPORT ORDERS

TRADE INFORMATION

72 Progress in Australian metrication
74 ECGD supports £63m loan for RB.211 engines for Lockheed Tri-Star. ECGD back pulp and paper mill contract for Algeria. Copyright for sound recordings in the USA. Telex facilities during UNCTAD III. Visitors to Bangladesh
73 United Kingdom and the USSR. United Kingdom aid to developing countries. Czechoslovakia and Iraq. Double taxation relief

TARIFF AND TRADE NOTICES

77 **Australia:** Tariff changes. Tariff board (dumping) inquiry on duplicator. Special advisory authority on filament yarns
76 **Bangladesh:** Import policy
79 **Brazil:** Customs tariff amendments
79 **Canada:** British Columbia
74 **European Communities:** Common agricultural policy. Customs regulations
75 **France:** Imports of medical syringes
75 **Iran:** Import regulations
75 **Jordan:** Exports by air
76 **Kenya:** Weights and measures
75 **Morocco:** Import programme 1972
78 **New Zealand:** Customs tariff inquiries—various goods. Emergency protection authority and tariff and development board reports. Customs tariff changes
79 **Nicaragua:** Agency legislation
75 **Nigeria:** Customs and Excise duties
80 **Peru:** Pesticide regulations. Prohibitions
76 **Philippines:** Tariff changes
75 **Sierra Leone:** Import licensing
76 **South Africa, Republic of:** Tariff and import information
75 **Tunisia:** Suspension of customs duties and production tax
75 **Uganda:** Weights and measures
79 **United States:** Methyl Salicylate. Brake fluids. Children's sleepwear. Liquid furniture polish
80 **Uruguay:** Exchange market regulations. Goods exempt from suspension of capital goods. Minimum surcharge for motor vehicle kits
80 **Venezuela:** Import licensing. Tariff amendments
74 **Yugoslavia:** Exemption from import duty of certain specific equipment for health
76 **Zambia:** Banned importation of new cars

© Crown Copyright 1972
Short extracts can be published without specific permission providing that the source is duly acknowledged.
The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Companies can now recoup more than half their expenditure on new projects

Mr. Davies speaks on benefits of new regional measures

Profitable companies investing in special development areas and development areas will be able, on a discounted basis, to recoup more than half their expenditure through grants and tax allowances, Mr John Davies, Secretary of State for Trade and Industry, said in London on April 10.

This would apply to typical industrial development projects containing both new plant and machinery. In intermediate areas about 36 per cent of expenditure could be recovered.

These incentives were available against a background of a substantial reduction in the rate of Corporation Tax in the past two years, abundant finance available for investment, and growing confidence about sustained economic growth.

'In the light of the Chancellor of the Exchequer's statement about the future of Corporation Tax the effective worth of the incentives would, if a Corporation Tax rate of 50 per cent is adopted for retained profits, be materially enhanced with the recoupment in the DA's and SDA's for a typical manufacturing investment project rising to the neighbourhood of 60 per cent of the all-up cost of a project', said Mr Davies.

Speaking at a luncheon in the Waldorf Hotel after opening an exhibition being staged at Euston Station by Cheshire County Council Mr Davies said: 'The new Industrial Development Executive which I announced during the Budget debate has come formally into being today.

'Some of the duties I have announced for it will require legislation and thus the Executive will not be able to become fully operational until Parliament has granted the necessary powers.

'But we are pressing on as fast as we can in building it up and I hope to introduce a Bill to provide the powers I require for its operation within a week or two'.

Mr Davies went on: 'The new Executive will remain within the Department of Trade and Industry and Mr Christopher Chataway, the Minister for Industrial Development will work under my broad direction. The new organisation will act as a focal point for the Department's work in helping private industry, and particularly in the assisted areas, to expand and modernise.

'It will also bring the existing DTI Divisions concerned with private sector industry into an even closer relationship with the Divisions particularly concerned with the regions and regional industrial development.'

A new approach

Outlining plans for the new Executive Mr Davies said: 'The need for a new approach became apparent in the course of the review of Regional Policy which the Government has been undertaking in recent months.

'This showed clearly that efforts to attract new industry from other parts of the country could not, by themselves, be enough to bring about a relative improvement in the economic situation of the assisted areas. New industry is important but it must be supplemented by action from within the regions to modernise and expand their industry.

'This central theme is reflected in the new measures in three main ways. Firstly help should be available before industrial decline is able to take root; that is why the boundaries of the qualifying areas have been extended.

'Secondly existing industry will qualify for regional development grants and thus, for example, those parts of the North West region which are not within development areas will become eligible for grant for new buildings.

'Thirdly the right machinery must be available to enable the regions to help themselves. That is why major changes of organisation are being made so that the new Executive in the regions with assisted areas can substantially reflect what we are setting up centrally in London.

'The Regional Offices of the Department of Trade and Industry are the base on which we are building. Already in Scotland, Wales and the North West, the Northern and Yorkshire and Humberside regions I have appointed new Regional Directors at Under Secretary level so that they can get ahead and organise the new arrangements.

'In each of these a Regional Industrial Director will be appointed from a senior level in industry to help the new style Regional Offices to adopt a more positive approach towards industrial development and expansion. The task of the Regional Industrial Director will be to search out the obstacles to industrial growth and modernisation so that any remedial steps which may be needed can be identified and levels of employment within the regions improved.

'The Regional Director and his colleagues will also work closely with other Government Departments and, for example, ensure that full weight is given to industrial needs in the development of the region's infrastructure.

'It will take a little while to make sure that we obtain the right men for this work but the search for suitable candidates is already well in hand.

Devolving more to regions

'In Scotland, Wales and the English regions with an Industrial Regional Director I shall also be appointing Regional Industrial Development Boards. These Boards will have a major advisory role, and in due course, when the necessary legislation has been enacted, I shall be inviting them to advise on any selective assistance, for example, by way of loans which may be necessary to encourage industry to move into the region or to promote industrial expansion.

'A firm intention to devolve more to the regions is an essential part of the new proposals. Our aim will be increasingly to concentrate responsibility for administration in the regions and to ensure that the rich and varied quality of regional experience, knowledge and enthusiasm is harnessed to the greatest possible extent.

'The new-style Regional Offices will also have the full support of the central resources of the new Executive and direct access to all the industrial and financial expertise available within it.

New Ministers at the DTI

The following appointments to the Department of Trade and Industry were announced by the Prime Minister's Office on April 7.

Mr. Christopher John Chataway: (Minister of Posts and Telecommunications) to be Minister for Industrial Development.
Mr. Thomas Gray Boardman: MC, TD, to be Minister for Industry.
Mr. Michael Ray Dibdin Heseltine: (Parliamentary Under Secretary of State, Department of the Environment) to be Minister for Aerospace.

The following were appointed Parliamentary Under-Secretaries of State

The Earl of Limerick: Trade.
Mr. Pete Emery: Industry.
Mr. Cranley Gordon Douglas Onslow: Aerospace.
Mr. Anthony Grant, (Parliamentary Under-Secretary of State for Trade) becomes Parliamentary Under-Secretary of State for Industrial Development.

Ministerial responsibilities

The Secretary of State for Trade and Industry, Mr. John Davies, has reorganised ministerial responsibilities at the DTI.

The main objectives are to combine co-ordination by the Secretary of State across the Department with clear-cut responsibilities for individual Ministers and to intensify the preparations, already well advanced throughout the Department, for entry into Europe.

Mr. Davies will have general charge of the Department and will be responsible for central industrial policy.

The Minister for Trade, Mr. Michael Noble, will be responsible for commercial policy at home and overseas. He will be in charge of overseas trade, EEC, exports, shipping policy and marine matters. He will also be responsible for such matters as competition policy and company law, which are both becoming major European issues. Responsibility for aerospace and civil aviation will be combined under the Minister for Aerospace, Mr. Michael Heseltine. He will also be responsible for space policy and research and development. The Minister for Industry, Mr. Tom Boardman, will be responsible for energy policy, including oil and nuclear energy, nationalised coal, gas and electricity industries and iron and steel.

The Minister for Industrial Development, Mr. Christopher Chataway, will have the responsibilities set out in the White Paper 'Industrial and Regional Development', that is, industrial development private industry, manufacturing and service industries, regional industrial and commercial development, small firms and tourism.

The Minister without Portfolio, Lord Drumalbyn, will continue to be the Department's principal spokesman in the House of Lords. The detailed distribution of work between the ministers and the Parliamentary Under-Secretaries of State assisting them will be decided later.

Industry-wide problems

'At the headquarters of the Executive, the Minister will be advised by an Industrial Development Advisory Board. The Board will be chaired by Mr Gordon Richardson, the chairman of Schroders Ltd, and a director of the Bank of England and a member of the National Economic Development Council.

'They will be available to advise generally on industry-wide problems and priorities which transcend regional boundaries; they will also consider specific major cases of this kind for selective assistance.

'I have also appointed Mr Lawrence Tindale, director and general manager of the Industrial and Commercial Finance Corporation Ltd to be Director of Industrial Development. He will work and rank equally with Mr Rampton, the Permanent Secretary of the Executive who will be its Accounting Officer.

'I shall also be setting up a central Development Unit to help with the appraisal and implementation of industrial development needs. This will include staff recruited from the City and from industry to provide a full range of financial, industrial and administrative expertise.

'The White Paper announcing these changes was published on March 22 and clearly much still remains to be done. The necessary legislation must be passed and the new Executive made fully operational. But in less than three weeks a substantial amount of useful progress has been made and I can assure you that this is indicative of the pace that we are anxious to set.'

British Labour Statistics: Historical Abstract 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years.
It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. £7 (by post £7.24)

HMSO

Free lists of titles (please specify subject/s) are available from Her Majesty's Stationery Office, P6A, Atlantic House, Holborn Viaduct, London, EC1P 1BN.

Government publications can be bought from the Government Bookshops in London (Post orders to P/O Box 569, SE1 9NH), Belfast, Edinburgh, Cardiff, Manchester, Birmingham and Bristol, or through booksellers

Switzerland—not all cheese and Alphorns

The first of two articles on the Trade Drive 1971 in Switzerland by P. D. Stobart, MBE, Director of Export Promotion in Switzerland and Liechtenstein

ONE of the difficulties about national images is that they are almost invariably out of date and are often most misleading. Ask the man in the street in Britain what Switzerland lives on, and he is liable to answer, 'Watches, cheese and looking after tourists'. He would, of course, be quite right as far as this rather incomplete statement goes, but would have missed most of the important facts about the present day Swiss economy.

This small nation of less than 6½ million people is one of the most highly industrialised in the world. Its chemical industries, largely sited along the Rhine near Basle, include firms whose names are household words in that field and have important overseas ramifications.

Watch-making, and cheese and tourist industries there certainly are, but a lack of local fuels and metal ores has not hindered the growth also of heavy industry in Switzerland. Swiss-designed heavy marine diesels built, either in Switzerland itself 300 miles from the nearest salt water (and by workers who know the sea, if at all, only as the destination of the occasional package tour), or else by licensees in a number of important shipbuilding countries, now power about 30 per cent of the world's merchant ships. Swiss foundries furnish components to customers even as far afield as America, and also provide a high proportion of all the lorry wheels used in Europe. Swiss engineering shops produce some of the best selling textile looms in the world, and Swiss heavy electrical machinery and Swiss-built telephone systems are to be found well outside the confines of this small Confederation.

The key to Switzerland's economic success can perhaps be found in the national character. The Swiss are a logical people and concentrate upon those lines which they can best handle to perfection themselves. Except in wartime, they have never striven for economic self-sufficiency for its own sake. They are purposeful and selective and do not go in for prestige production simply in order to have the satisfied feeling of covering a wide range of products. They will import components whenever it is economic to do so. Their capacity for work is impressive. Their labour relations are good, if only for the reason that a nation which can achieve the apparently impossible in reconciling, within one country, four languages and several religious denominations can take such other matters in its stride. Strikes are virtually unknown, not so much because of the existence of any Draconian legislation, but rather because they are generally regarded as simply wasteful, and in any case a general shortage of labour has tended to ensure that wage levels have risen to what the market will bear.

The Swiss Franc, perhaps the world's most stable currency unit, has helped to impart an equal stability to the economy. Some inflation exists as elsewhere, but it is on a modest scale as compared with many other countries. Thus Switzerland 'with a little bit of luck' (but only a little, and a great deal of purposeful effort) has attained an almost unassailable economic position. Figures of Gross National Product have become the sacred cows of the second half of this century, and as such may be suspect, but they do at least give a pretty good indication of the general prosperity of a country.

The Swiss GNP has risen in recent years as follows:

1950	£1,633 million
1955	£2,235 million
1960	£3,037 million
1970	£8,390 million

In terms of GNP per head the picture is also impressive:

1950	£347 per head
1955	£449 per head
1960	£559 per head
1970	£1,338 per head

A nation of such prosperity is not only a large exporter but also a large importer of industrial goods, of components and of high quality consumer goods. The following figures show how Switzerland's total imports have grown in recent years.

1960	£790.8 million
1965	£1,305.7 million
1966	£1,393.9 million
1967	£1,457.9 million
1968	£1,850.0 million
1969	£2,165.1 million
1970	£2,654.6 million

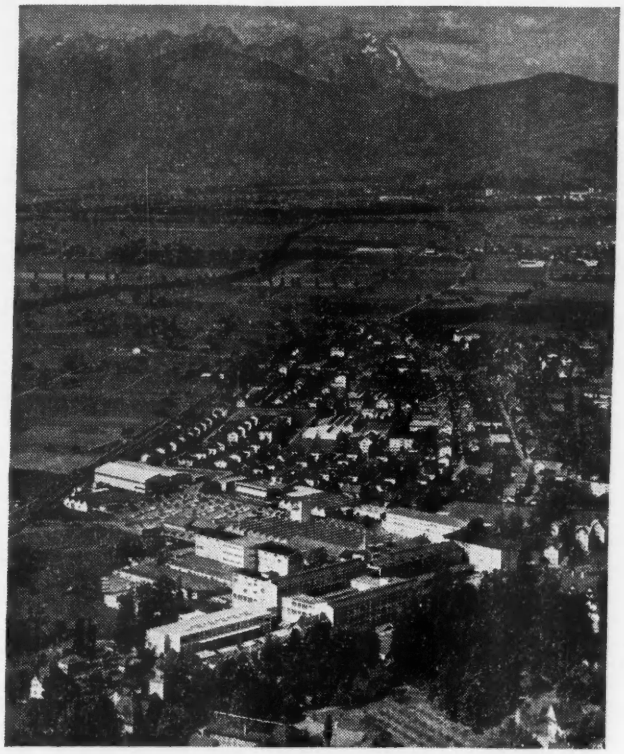
Her imports from various major suppliers are as follows: (£ million)

	USA	Germany	France	Italy	UK
1965	£110.8	£393.1	£189.5	£133.5	£94.9
1966	£125.7	£409.6	£196.2	£138.1	£105.5
1967	£122.0	£418.2	£201.1	£143.5	£112.6
1968	£165.4	£546.4	£240.1	£184.5	£135.4
1969	£183.1	£632.7	£262.2	£209.6	£174.6
1970	£225.9	£795.2	£320.2	£249.8	£206.4

There are, of course, good geographical as well as historical reasons why such neighbouring countries as France and Germany should hold such an outstandingly important place in the Swiss market. However, the improvement in the British position in recent years is also quite impressive. The EFTA relationship has helped a great deal, but of course, when this is replaced, as it no doubt will be, by some agreement embracing Switzerland and the extended EEC, the Swiss market will be a duty free one, not only for us, but for our EEC partners as well.

Switzerland was able to remove import restrictions at a much earlier stage after the war than were most countries, with the result that the Swiss have long been used to having the pick of the world's production available on their market. Their technical standards are high and on the consumer goods side, also, they have become extremely quality conscious. The market is, therefore, a highly competitive one. Moreover, it is one in which, despite the already fairly high per capita level of purchases from the UK (£34 per annum) the bottom of the barrel has by no means been reached as yet.

Early in 1970 it was decided, after discussions between the former Board of Trade, the British National Export Council



Modern industry against an alpine background, The Wild AG factory, at Heerbrugg which manufactures geodesic instruments. (Photo: Foto Gross, ST. Gallen)

and the British Embassy in Berne, that a special effort should be made in this fruitful market. Various alternative plans of attack were considered. The concept of the classical British Week was rejected because it was considered that a more selective approach with the accent heavily upon industrial goods would be more effective.

The market was studied and the following list of targets was drawn up as representing the most promising fields:

Industrial process control; Computers and peripheral equipment; Numerical control; Electronic components and instrumentation; Hospital equipment; Effluent treatment plant; Agriculture equipment; Automated office equipment; Hotel and catering equipment; Floor coverings; Furniture and furnishings; Domestic electrical equipment; Hi-Fi and colour TV; Women's and children's clothing; Foodstuffs; Do-it-yourself equipment.

Market reports on all these products were prepared by the Embassy and were made available to industry at home. For a variety of reasons, not all targets were actively followed up by special promotions by industry, but a high proportion were. however. As far as industrial goods were concerned, the main medium of promotion was the joint venture stand at specialised trade fairs. Switzerland has two major and extremely active fair organisations, the Zuspa in Zürich and the Mustermesse in Basle.

The important point about these fairs is that they are highly specialised, with the result that exhibitors meet a far greater proportion of people in exactly their own field of activity than is possible in the case of the old-style more generalised trade fair. Also, such fairs attract buyers from well beyond the narrow confines of Switzerland itself, thanks to the country's central position and to the excellent air, rail and road communications with France, Germany, Italy and Austria, and even with countries further afield. Joint venture stands were organised at the following Swiss Fairs in the industrial goods field:

Oil Hydraulics and Pneumatic Power, Zürich.
Microtecnic, Zürich. Precision instruments.
INEL and MEDEX, Basle. Electronics and medical electronics.
IFAS, Zürich. Medical equipment.
Pro Aqua, Pro Vita, Basle. Environmental control.
ILMAC, Basle. Process control, automation.
IGEHO, Basle. Hotel and catering equipment.

The grand total came to seven fairs in this sector with 107 British firms participating, not counting the many other British firms who were represented separately by agents. In many cases press conferences were held at which the Swiss Press were able to learn at first hand of the latest developments in Britain in the various fields of technology represented.

Inward and outward missions were also used in the attack upon the industrial goods market.

Lastly, during the week beginning September 20 a Technological Symposium was held at the Federal Technical High School in Zürich at which highly qualified British speakers addressed carefully selected Swiss audiences on latest British developments in the following fields:

Automated traffic control; Numerical control in industry; Computer technology; Automated warehousing; Automated packaging; Waste water treatment; Biomedical engineering.

The Symposium, which was opened by Sir Alan Cottrell, FRS, Chief Scientific Adviser to HM Government, was organised with our assistance by the London Chamber of Commerce, the BNEC and by the British Swiss Chamber of Commerce, and was attended during the week by a total of 1,322 Swiss guests.

Was the whole exercise worth it? To this question must come the unqualified answer—'Yes'. Britain has a great deal to offer in the field of industrial goods and not least in those which are based upon sophisticated technology. Switzerland, whose industries are mostly based upon just this type of technology proved to be the ideal country in which to put our best foot forward.

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next article will describe the consumer goods promotions held during the Swiss Trade Drive.

MICROTECNIC & MICRO NEWS

International technical review for Production Engineering Research, Precision, Engineering, Metrology, Inspection, Optics, Electronics and Nuclear Physics appears every seven weeks in English, French and German. Subscription price: SWF 125. Advertising rate: 1 pg. SWF 1,210, ½ SWF 740, ¼ SWF 472.

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK £1.50 plus Post 15p.

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO

PREPARING FOR EUROPE—4

Into Europe by design—and effort

This article is one in a series showing how firms are gearing themselves for the enlarged European Community. The series describes preparations being made by managements throughout Britain, in different industries and with labour forces ranging from tens to thousands. Each article deals with one or more aspects of 'Preparing for Europe'. The complete series will cover sales and marketing, design and production, purchasing, distribution, and implications for trade in the home as well as export markets.

Company:	Searle Products (division of Hall Thermotank International Ltd.)
Address:	Fareham, Hants.
Products:	Heat exchange equipment for refrigeration and air-conditioning industry—cooling and heating coils; product coolers; air cooled condensers; fan and sprayed coil units; air handling units and comfort conditioners
Labour force:	550
Turnover 1971:	£3.78 million
Exports:	£859 thousand
Chief markets:	Western Europe; worldwide except the Americas

COMMON Market Europe has been Searle's main target for the past two years. To obtain a firm foothold in this area the company has, in certain instances, accepted smaller profit margins than usual. But this policy has paid off and now the EEC is Searle's fastest growing market.

Although the company exports directly to over 40 countries, Frank Dennis, Searle's export director, has long believed that the toughest markets of all—Western Europe and the EEC in particular—just had to be won if the company was to increase its exports substantially. 'Our major competitors are Italian and German, with others from France and Finland. Searle's major battles must therefore be waged in Europe.'

Now that Britain is on the verge of joining an enlarged European Community comprising the company's biggest competitors, Searle are preparing to consolidate the work of the past few years. They have appointed an export operations assistant who is occupied full time preparing surveys of various aspects of EEC entry and considering how the new environment will affect the company's operations.

European survey

Basic to preparations for joining the EEC is a review of the European countries who are to become our fellow members—the potential they offer for increased sales and the nature of the competition to be encountered. Searle are mapping out the changing levels of competitiveness in these markets.

This means working out the effects of tariff changes as Britain gradually abandons her present rates, applies the Community's CET on imports from other countries, and obtains free access to EEC markets. Searle are also checking effects in territories associated with the EEC under the Yaounde and Arusha conventions and in Mediterranean countries having preferential agreements with the Community.

Purchases of raw materials are being reviewed. Materials may become less or more expensive from present sources when Britain joins. An important point is to check on the materials provided for by duty-free quotas. When all these calculations have been assessed Searle will undertake a review of pricing structures at home and abroad.

The new environment

Effects of entry will be felt in many other spheres which could affect operating costs. Searle are following the Community's moves towards a common transport policy and possible effects of such decisions as changes in drivers' working hours.

The company is checking regulations on fair competition in Europe. Present marketing arrangements are being reviewed with regard to agency and distribution agreements to see whether these are in line with EEC laws or objectives. For instance, territorial restrictions to selling rights within the Community are discouraged.

Much of the information on changing tariff structures and Community policy is being obtained from the Department of Trade and Industry and from the English translations of Community secondary legislation available from HMSO. The experience and knowledge of Searle's agents in Europe plays an equally vital part.

Language training emphasised

During the past few years, Searle have intensified their training of personnel in the trading methods of Europe. Searle send as many of their staff as possible to courses in all subjects relevant to their work—marketing, finance, banking, documentation, transportation, packaging, etc. Recently the company has laid stress on training in the financial and documentation practices of Europe.

Above all training is given in languages. Language courses are most expensive of all but—in Frank Dennis' opinion—essential. 'From the assessments of all courses attended by our staff, we have discovered which courses give the best value. The best is expensive but the company always budgets for language training.' In the long run money spent in this way is recouped many times over.

When export personnel can speak the language of the market, business is conducted more speedily and efficiently, even through agents. 'If someone has the right aptitude' continues Frank Dennis, 'Searle willingly spend the extra effort and time needed to make them fluent. Overseas travel is expensive and time consuming. It must therefore be made as productive as possible. Key personnel who can travel abroad, communicate fluently and directly with customers, and make on the spot decisions are worth their weight in language courses.'

Engineers and technical salesmen are trained in subjects, outside their technical field but vital to exporting. Knowledge of another language is considered important. Use of English in technical discussions is common in Europe but, Frank Dennis points out, 'Searle have found the ability to speak another language a boon, particularly when difficulties arise over technical terminology. Double checking in two languages is possible and often resolves any ambiguities. In addition, nationals of some other countries, even if they speak English, will insist on talking business in their own language, regardless of their interest in buying the company's product.'

A Searle air conditioning unit being sited by helicopter on the roof of the new Carrefour hypermarket near Lille, France. It is the first installation of this type using the new unit designed specifically for super- and hypermarkets by Searle Products, in conjunction with the French company Mc.Climatisation.

Many people are betting that English will become even more widespread in Europe once Britain joins the Community. Searle still consider that knowledge of French, German and Italian will be vital.

Designing for Europe

For many companies, some of the biggest hurdles to be overcome when exporting to the Continent are differences in technical standards. Searle design their products so that they can be adapted as much as possible, but this is not always enough.

In Germany, for instance, the company has found that customers will not generally accept its products manufactured to British Standards. Satisfied as Searle are with the high calibre of equipment made to BS, they nevertheless decided to design certain of their coolers specifically to German standards.

In designing for the continental market as a whole, Searle have also found that to offer metric dimensions entails completely redesigning some products. Above all, they have discovered that it is essential to get the electrics standards for a product absolutely right for each market, even when that market accepts British Standards and specifications in other respects.

When dealing with problems concerning standards of other markets, Searle have found the BSI's 'Technical Help for Exporters' service at Hemel Hempstead particularly useful.

While designing for Europe, Searle have come up with a 'European Pack' for their products which takes into account the methods of freight transportation in various European countries. It is basically a collapsible pack which saves the expense of using export crates and gives adequate protection for most handling methods, although it cannot be used for palletisation. It also saves the company the cost of exporting a load of English air together with the product.

Designing for Europe is paying handsome dividends. As part of Searle's drive into Europe they developed a new air-conditioning unit specifically for super- and hyper-markets, in conjunction with a French company, Mc. Climatisation. In the first three months of this year, Searle sold 150 of these units in France alone. To take maximum advantage of the new opportunities, Searle intend to open a Paris office in the immediate future.

Research and development

To maintain its position in Europe in the refrigeration and air conditioning fields Searle opened a new R and D block just over a year ago. The laboratory, is designed for developing and testing the company's products and will play an important part in Searle's plans for further expansion in Europe. It will enable the company to improve its present range of products and to assess the performance of competitive equipment.

Frank Dennis is confident about the company's prospects in Europe. Over the last five or six years their direct exports have increased from about 15 per cent of turnover to 25 per cent—mainly to Europe. In addition some 10 per cent of Searle's output is exported by other companies in the group.

Britain's entry into Europe will bring more than tangible benefits. Frank Dennis sees psychological advantages too. He anticipates a change of feeling towards us once we are members. 'Continentals will be more prepared to accept Britain as a fellow member of Europe, and her products will become less "foreign". They will of course also consider our market as their own.'

The work of BSI

The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approvals schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on overseas regulations affecting exports. BSI, 2 Park Street, London W1A 2BS.

Keep informed on the E.E.C.

Read the weekly

COMMON MARKET NEWS BULLETIN

Annual subscription £10.50 (post free).
from Common Market News Services,
92 Fleet Street, London, E.C.4.

Name.....

Address.....

.....

.....

Mr. Michael Noble attends UNCTAD III Conference

MR. Michael Noble, Minister for Trade, is leading the UK Delegation to the Third United Nations Conference on Trade and Development. He will address the Plenary Session of the Conference which opens in Santiago, Chile, today (April 13). The conference continues until May 17 and will be attended by delegations from about 140 countries. The United Kingdom delegation will be led at the official level by Mr. Martin Lam, Department of Trade and Industry, supported by senior representatives of other government departments.

En route to Santiago Mr. Noble visited Brazil (April 7-12) calling at Rio, Brasilia and Sao Paulo, for discussions with Ministers and officials of a country that is our largest trading partner in Latin America.

The Minister returns to the UK on April 16.

CBI 'Impact Europe' train

The Confederation of British Industry is organising a seven coach train, containing advanced audio visual aids, to tour England, Scotland and Wales during May and June. It will make 28 one-day stops at business centres and at each venue the Europe special—called the CBI Impact Europe train—will be the site for a concentrated six hour working session on aspects of Britain joining the EEC.

One hundred businessmen, will see over 60 minutes videotape material via closed circuit television on the six subjects being discussed with experts. The six EVR-TV Cassettes and supporting literature can be hired for subsequent use in executives companies.

The subjects are: 1. The EEC—General introduction; 2. The EEC—A changed market for British Industry; 3. The EEC—A changed context for the British company (rules of competition, distribution, free movement of capital, industrial co-operation, etc.); 4. The EEC—The effect on UK Management/Labour (harmonisation of employment practices, free mobility of labour, the social fund, etc.) 5. The EEC—Coming into Line (harmonising law, opportunities for and channels through which industry can influence this, effect on regions of the UK); 6. The EEC—The change in Taxation, VAT.

Anyone wishing to participate in any of these sessions (venues are listed below) should contact Mr. D. Cole, CBI 21 Tothill Street, London SW1 (the cost is £30 for CBI members and £35 for non-members),

The train will be stopping at: Marylebone (April 28), Sheffield (May 1), Leeds (May 2), York (May 3), Newcastle (May 4), Edinburgh (May 8), Aberdeen (May 9), Glasgow (May 10), Carlisle (May 11), Liverpool (May 15), Manchester (May 16), Manchester (May 17), Nottingham (Beeston (May 18), Wolverhampton (May 22) Birmingham (Moor St.) (May 23), Watford (May 24), Marylebone (May 25), Norwich (May 31), Broad St. (for City) (June 1), Luton (June 2), Cardiff (June 6), Bristol (June 7), Plymouth (June 8), Nottingham (Beeston) (June 9); Aylesbury (June 13), Basingstoke (June 14), Brighton (June 15), Marylebone (June 16).

The Europe train, which also contains full restaurant facilities, an exhibition area and telephone and telex facilities, will be officially launched on April 27 at Euston Station by the British Ambassador in Paris, Sir Christopher Soames.

Conference will develop new marketing ideas for executives

A TWO-DAY conference in May, under the chairmanship of Lord Watkinson—chairman of Cadbury-Schweppes—will analyse and develop new ideas in services, distribution, communications, education and training.

The International Trade Conference (May 22 to 23) has been organised by British Junior Chambers of Commerce. It is planned to bring together 100 senior and middle management representatives from exporting companies. Junior Chamber members will introduce discussion on: services for individual exporters, communications for international marketing, international distribution and education and training. These reports are being consolidated into a 200-page book available free to all delegates.

The objective at the conference is to develop sound and practical new ideas for the benefit of all those at the conference. If appropriate, their ideas will be promoted throughout government and industry for wider acceptance.

Michael Noble is expected to open the conference as Minister of Trade. Mr. Campbell-Adamson of the Confederation of British Industry is to be guest speaker at the conference dinner.

The conference will be held at the Esso Motor Hotel, just off the M4 motorway, 15 minutes from London Heathrow Airport. The fee of £48 includes accommodation and meals on both days. The special conference cocktail party and dinner and all conference papers are also included, as well as the consolidated reports from Junior Chambers. Further information is available from Mr. David Ashby or Mr. Charles Watts, Tel: Reading (0734) 585845.

Farnham Castle programme on French and West German markets

'KNOW your customers in France and West Germany' is the title of a two-day residential programme to be held at the Centre for International Briefing at Farnham Castle from May 8 to 10.

The programme organised in consultation with the Overseas Directorate of the CBI, will deal with the background, the economic and industrial scene, the social and industrial scene and with the practical side of living and working in both countries. The fee is £50 inclusive per delegate and further details may be obtained from the Director, The Centre for International Briefing, The Castle, Farnham, Surrey.

Artist's impression of the CBI's seven-coach train which will tour England, Scotland and Wales during May and June.

'Selling to France' new BOTB publication

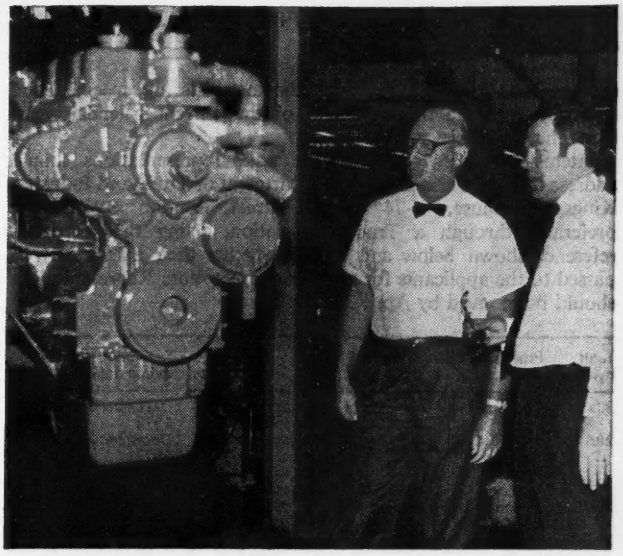
A NEW British Overseas Trade Board publication entitled *Selling to France* summarises the opportunities created for overseas suppliers by France's industrial reorganisation. It makes the point that United Kingdom membership of the EEC will not of itself achieve any increase in exports to those countries, including France. New marketing methods may be required.

Selling to France is largely based on a special market report compiled by the British Embassy commercial department in Paris, and includes a thoughtful forecast of likely developments over the next 10 years. In addition to listing industrial sectors due for re-equipment, it deals with retailing changes in France which are creating new wholesale and bulk-buying organisations.

This booklet also contains a timely reminder that 'non-tariff barriers exist in France as in most other countries', and gives a summary of these. Information is also given about finding an agent and the alternatives to selling through an agent, such as setting up a subsidiary sales company.

The report concludes that during the last two or three years the demand for imported goods in France has risen very steeply, but if the United Kingdom is to benefit, new sales techniques may have to be adopted. Though many firms are doing well, 'too many', comments the booklet 'rely on traditional selling methods which will be quite inadequate when France becomes effectively a part of our home market. The task of British exporters will be "sell in", not to "export to", France'.

Selling to France is available free of charge by post only from: Central Library, Department of Trade and Industry, 1 Victoria Street, London, S.W.1.



Mr. R. P. Pinsent (left), HM Consul-General in Sao Paulo, watching six-cylinder engines coming off the assembly line of Motores Perkins SA, the Brazilian subsidiary of the Perkins Engines Group, Peterborough. The factory, situated on the outskirts of Sao Paulo, opened in 1969 and is currently producing three- four- and six-cylinder engines; engines are also imported from Peterborough. Motores Perkins expanded its sales by 33 per cent in 1971 and is now undertaking a $US5 million expansion programme to increase annual capacity from 35,000 to over 50,000 engines. On the right in the picture is Mr. R. M. Jennings, the firm's managing director.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Mr. A. Barnett, of Southall, to be a member of the North Thames Gas Consultative Council.

Mrs. P. J. Moorhouse of Stanmore, Middlesex, to be a member of the North Thames Gas Consultative Council.

Colonel P. M. Thomas to be a part-time member of the Scottish Gas Board.

Mr. D. W. M. Scott to be a part-time member of the North Eastern Gas Board.

Mr. A. F. Kelley and Sir Charles Sykes to be part-time members of the East Midlands Gas Board.

Dr. K. G. Denbigh to be a part-time member of the North Thames Gas Board.

Councillor J. Hayhurst, of Great Harwood, and Mr. E. H. Mireylees, of Carlisle, to be members of the North Western Electricity Consultative Council.

Alderman C. H. E. Pratt, of Orpington, to be deputy chairman of the South Eastern Electricity Consultative Council in succession to Mr. E. B. Churchyard, who has had to relinquish the position for personal reasons.

Electricity industry appointments

As indicated by the Minister for Industry in the debate on the Second Reading of the Electricity Bill on February 1, appointments have recently been made aimed at ensuring that the experience gained in electricity generation will be brought to distribution and vice versa.

In continuance of this policy, the Secretary of State for Trade and Industry has authorised the exchange of offices between Mr. O. Francis, a deputy chairman of the Central Electricity Generating Board, and Mr. W. D. D. Fenton, chairman of the London Electricity Board, from May 15, 1972.

Furniture Development Council appointment

The Secretary of State for Trade and Industry has authorised the appointment of Mr. W. Zak, a district secretary of the Furniture, Timber and Allied Trades Union, as a member of the Furniture Development Council to represent the interests of persons employed in the industry. Mr. Zak's appointment will be until December 31, 1973, after which the Council, as previously announced, is to be dissolved. His appointment fills the vacancy caused by the death in January of Mr. A. G. Darvill who had served as a member of the Council since its formation.

Anti-dumping investigations on alarm clocks from East Germany

EVIDENCE suggests that mechanical alarm clocks are being imported from East Germany at less than fair market prices, as defined in the Customs Duties (Dumping and Subsidies) Act 1969, and the Department of Trade and Industry is therefore considering the imposition of anti-dumping duties. Any representations which interested parties may wish to make in this connection should be submitted in writing to the Tariff Division, Department of Trade and Industry, Room 323, Kingsgate House, Victoria Street, London, S.W.1 before April 29, 1972.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date

(continued on next page)

Dear Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET, and *not* to HMSO.

TEMPORARY EXEMPTION FROM IMPORT DUTY

continued

of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London, SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 27.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.07	Dichlorophen	as in previous column	December 31, 1972	13884
29.16	2-(3-Benzoylphenyl)propionic acid	as in previous column	December 31, 1972	13871
	Prostaglandin E1	as in previous column	December 31, 1972	13883
29.25	Metoclopramide *mono*hydrochloride	as in previous column	December 31, 1972	6858
29.26	Potassium phthalimide	as in previous column	December 31, 1972	13880
29.35	Cyanuric acid	as in previous column	July 4, 1972	12194
	Thonzylamine hydrochloride	as in previous column	July 31, 1972	13879
48.07	Paper, coated, of a substance not less than 68 nor more than 73 grammes, being resistant to toluene solvent on the one coated side which, when subjected for 24 hours to 50 per cent relative humidity at 17° centigrade, has an apparent surface resistance of not less than 10 megaohms and not more than 5,000 megaohms, measured under the same conditions between two electrodes 1 inch wide and 1 inch apart and using a Keithley model 600B electrometer	base paper for conversion into electrostatic copy paper by dry toning process	December 31, 1972	10636
76.16	Circular aluminium can ends spirally wound for opening with incorporated lift and pull tab and having an overall diameter of not less than 106 mm. and not more than 110 mm.	aluminium easy open can ends	December 31 1972	12403

Prevention of Fraud (Investment) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of Dealers in Securities under sections 3 and 16 of the Act:

Licensed dealers

Deletion

Richard William Newman (trading as Nicolet Newman & Co), Mariners, Westerham, Kent.

Changes of Address

Kennedy Securities Ltd, 37/41 Mortimer Street, London W1N 7RJ

London & Dominion Trust UK Ltd, 40 Basinghall Street, London EC2V 5HE

Manufacturers Hanover Ltd, 8 Princes Street, London EC2R 8AQ

Exempted dealers

Addition

Morris Wigram Rosenthal Ltd, 8 Queen Street, Mayfair, London W1X 8JT

Change of Name

Trade and Deposit Bank Ltd has changed its name to Société Générale (France) Bank Ltd.

AUTHORISED UNIT TRUST SCHEMES

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1971 Particulars of Dealers in Securities and of Unit Trusts.

Changes

The name of Ulster Hambro Growth Unit Trust has been changed to Ulster Bank Growth Unit Trust.

The name of Framlington Unit Trust has been changed to Framlington Capital Trust.

Ebor Securities Ltd have changed their address to 4 Great St. Helens London EC3

The name of National Westminster Hambro Capital Trust has been changed to National Westminster Capital Trust.

The name of National Westminster Hambro Income Trust has been changed to National Westminster Income Trust.

The name of Vavasseur Industrial Achievement Trust has been changed to Vavasseur Chart Fund.

Midland Bank Executor and Trustee Company Limited became Trustee of Jessel Investment Trust Unit Trust in place of The Royal Bank of Scotland London Trustee Company.

Civil Aviation Authority

THE Civil Aviation Authority assumed its functions on April 1 under the chairmanship of Mr. John Boyd-Carpenter. Its headquarters are at 129 Kingsway, London WC2B 6NN (Tel: 01-405 6922).

As already announced, the CAA will bring together functions at present performed by the Air Transport Licensing Board, the Air Registration Board and a wide range of civil aviation functions now performed by the Department of Trade and Industry (including ownership of Aberdeen and the Highlands and Islands airports). It will not be responsible for international relations, policy on aircraft noise or accident investigation—all of which remain the responsibility of the DTI.

The Authority has issued the first notices in its official record. One tells the airlines how to make their applications for air transport licences and sets out, in two schedules, certain definitions and standard conditions which will be employed. The opportunity has been taken to clarify aspects of the definition of affinity groups (Schedule 1, item 22B). Further schedules will follow. The arrangements follow closely the pattern established by the Air Transport Licensing Board, with only minimal changes for the time being, so that the consideration of applications and issue of licences can go ahead without interruption. The Authority will however be reviewing these arrangements over the coming months and any necessary revisions will be issued in due course.

The second notice contains particulars of hearings that have been arranged.

Copies of the Authority's official record are on sale from its Licensing Section (EPL), 129 Kingsway, London, WC2.

Appointment of members of the Civil Aviation Authority

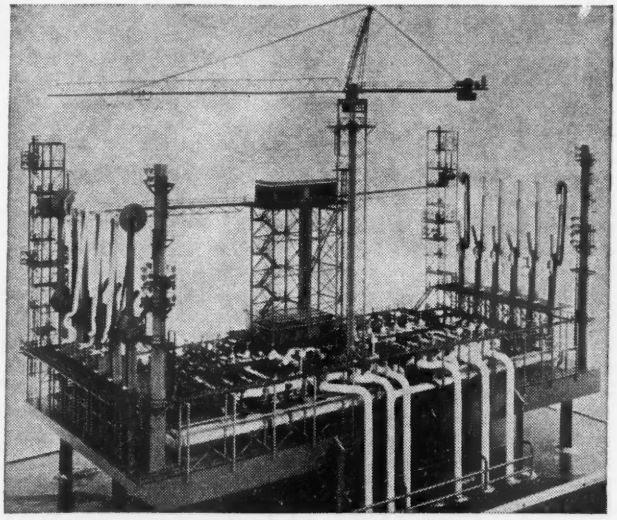
MR. John Davies, the Secretary of State for Trade and Industry, has authorised the appointments of Mr. Ian J. Fraser and Mr. John Gratwick as part-time members of the Civil Aviation Authority. The appointments take effect from April 6, 1972.

Continental Shelf Report for year 1970-71

THE Annual Report of the Secretary of State for Trade and Industry under the Continental Shelf Act 1964 for the year 1970-71 (HC 175) was published on March 29.

The Report gives details of the licences granted between April 1, 1970 and March 31, 1971 to search for oil and natural gas in areas beyond the low-water mark, the licences held at the end of the year, and the method of calculating annual payments and royalties due under the licences.

The Capital Account of the Receipts and Expenditure for 1970-71 under the Petroleum (Production) Act 1934 (HC 174), which was published at the same time shows that £4,869,776 received under that Act during the year includes Royalties of £4,132,283 arising from the Continental Shelf.



Tower-crane specialists Linden Cranes of Rushden, Northants, have won a £137,000 order for the supply of a Peiner KL 300/250 tower-crane for use on the Ras Tanura Sea Island No. 4 near Bahrain. The crane was specified by Aramco of Holland the oil company commissioning the island, and was ordered by the island's constructors, De-Long Wimpey (Overseas). One of the largest in Peiner's horizontal jib range, the crane will be used for the repair of oil pipelines, valves, stacks and dock maintenance work. It has a hook height of 38 metres above deck level with capacities of 5.35 tons at 51m. radius and 12.5 tons at 25.3m.

Appeal against Laker Skytrain decision dismissed

MR. John Davies, Secretary of State for Trade and Industry, has dismissed an appeal by Laker Airways Limited against the decision of the Air Transport Licensing Board not to grant them a licence to operate a low fare scheduled service between Gatwick and New York. The Secretary of State considers that it would be inappropriate, immediately before the Civil Aviation Authority assumes its main responsibilities, to allow the introduction of a new service which would have many implications for civil aviation policy in general. He also has in mind the probability that a new advance booking charter facility, which would provide an alternative and more widely available basis for cheap travel, may be introduced in the reasonably near future.

The Secretary of State recognises that this decision is contrary to the recommendation of Sir Dennis Proctor, KCB, the Commissioner appointed to hear the appeal. Copies of the Commissioner's Report, and of the Secretary of State's Order, are available on request from the Department of Trade and Industry, CA1(2), Shell Mex House, Strand, London, WC2R 0DP.

Notes

The Secretary of State has concluded that this proposal raises a number of issues which require to be considered within the broader context of civil aviation policy and that it would be inappropriate, only a short time before the Civil Aviation Authority assumes its main responsibilities, to anticipate any such consideration. Among the issues he has in mind are the following:

a. The United Kingdom is actively pursuing with other countries concerned the possibility of introducing, if possible this year, a new advance booking charter facility which would prime facie provide an alternative basis for the provision of cheap travel.

b. The introduction of a service on the lines proposed by the appellant must be considered against the background of the inherent probability that it would become generalised to other carriers and other routes. The implications of this both for the economics of the proposed service and for other kinds of service, both scheduled and charter, as well as for the structure of international air fares, must be taken into account, particularly in the light of actual experience of the working of the new advance charter facility.

c. In Paragraph 13 of his Guidance to the Civil Aviation Authority he has recognised that the entry of additional airlines into particular types of operations may sometimes need to be carefully controlled to avoid undue fragmentation of effort.

Accordingly he has decided that the appeal should be dismissed.

The Secretary of State's decision does not inhibit Laker Airways from making a fresh application to the Civil Aviation Authority if they so wish.

Traffic separation in the English Channel

A NUMBER of major extensions and improvements to the separation schemes in the English Channel and the southern North Sea came into being on April 3.

Agreed by the Intergovernmental Maritime Consultative Organisation (IMCO) the changes can be summarised as follows:

(i) the existing schemes for the Dover Strait and southern North Sea are being extended so that they will form a continuous system from the Greenwich Meridian to the North Hinder at a longitude of approximately 2° 45′ E;

(ii) the English Inshore Zone is being widened by up to one nautical mile between Dungeness and the South Foreland. The French Inshore Zone is also being widened off Cap Gris Nez. In the Inshore Zones, which are intended for coastal shipping, vessels may travel in either direction;

(iii) to help keep traffic apart Separation Zones are being introduced

(a) between the English Inshore Zone and the Westbound Lane, from off Folkestone to the Greenwich Meridian;
(b) between the traffic lanes for Westbound and Eastbound vessels; and
(c) between the French Inshore Zone and the Eastbound Lane, from off north of Boulogne to the Greenwich Meridian.

(iv) the Eastbound Lane is being widened on its southerly side between Les Ridens and the Greenwich Meridian;

(v) a deep-draught route is being introduced north west of the Sandettie Bank for use only by vessels bound for North European ports which need deeper water than is available on the south east side of the Bank.

Precise details of these traffic separation schemes have been published in Notices to Mariners.

In 1967 a voluntary traffic separation scheme for shipping in the Dover Strait was adopted by the Intergovernmental Maritime Consultative Organisation (IMCO). The scheme is one of many introduced throughout the world to increase safety at sea.

The Government expects to implement shortly the IMCO recommendation that governments should make it compulsory for ships of their respective flags to travel in the prescribed direction of traffic flow when using IMCO traffic lanes. Details will be announced in due course.

The Hydrographer of the Navy is producing revised charts showing the new arrangements.

Trinity House have already made the necessary changes to navigational aids in the waters for which they are responsible to assist mariners in navigating in accordance with the new arrangements.

Royal Navy publishes first of new international charts

THE first of a new series of marine charts has been published by the Royal Navy to agreed specifications recommended to member states by a commission of the International Hydrographic Organisation in Monaco.

Produced by the Hydrographer of the Navy and covering 'Lourenco Marques to Mogadiscio', it is one of 15 international charts on routes from the English Channel around the Cape of Good Hope to the Persian Gulf and Malacca Strait that the United Kingdom has agreed to compile.

The first chart in the new series, BA Chart 4701 (also numbered INT 701) is now available from Admiralty agents priced 83p.

1972 Design Awards for capital goods

INVENTION is rewarded well in this year's Design Awards for capital goods—and all nine winners are export successes.

Several products singled out are notable innovations in their fields; among them a printed-circuit switch designed by one man, and a research camera which started life at the Atomic Weapons Research Establishment, can take a picture in 0.00000005s, and is being developed to work at a rate of 1000 million frames/s.

Other winners are a computer-controlled telegraphic system, a container side-loader, a pipeline X-ray crawler, a precision drilling machine, an electronic telephone-operator's keysender, a roundness-measuring instrument, and a precision stepping motor.

The nine awards are the most ever made. There was 200 entries, and for the first time engineering components are included, two of them winning awards.

The printed-circuit switch—called PrintSwitch and made by Plessey Switching Controls—replaces the traditional rotary switch used in electronics with a neat reliable printed circuit that is easily wired in. The 40 mm PrintSwitch consists of two concentric circles of hard-gold contacts linked together, unwanted links being drilled out manually to provide the necessary circuit.

The rotor contact provides the pressure, the rotor carrier being a lightweight plastics moulding into which contacts can be slotted at any point. Only half the gold is worn away after 200,000 operations of each contact, each switch being electrically tested on production.

There are two sizes—25 mm and 40 mm—and the 40 mm switch is available assembled to any specification on three-day delivery in kit form. The 25 mm size is too small to be manually drilled and is intended for quantity production equipment.

The high-speed camera is the Imacon HE700 designed and made by John Hadland (PI) Ltd of Bovingdon, Herts. It is intended for research into laser-generated plasmas, sparks and similar transient events, the standard model taking between six and 50 frames at speeds between 50,000 and 20 million frames/s. Export orders so far total £500,000.

The key to the Imacon system is the conversion of light into a beam of electrons which can then be controlled by an electric field. Light from the object to be photographed is focused through a conventional lens system on to a photo-cathode which converts the light beam into an electron beam.

The Pye TMC electronic keysender replaces the conventional rotary dial on a manual telephone switchboard with a push-button keypad—the first major commercial use anywhere in the world of metal-oxide silicon (MOS) large-scale integrated circuits for telecommunications. All Post Office dials in this country will have been replaced by keysenders by the end of the next year, and export orders are extensive.

The MOS circuits at the heart of the system are less than 2 mm square yet contain the equivalent of 2,000 transistors. The 2-3s saved on each call markedly increase operator efficiency. Maintenance costs are negligible compared to those of dials, which last only a few months. Human errors are cut, and the output signal is absolutely uniform.

Costing only £25 per unit, the keypads have been tested 1.5 million times without fault, and the keysenders have an expected life of 15 to 20 years, Installation is simple, and the circuits, relays and electronics are all continued in a casing of 170 mm × 85 mm × 30 mm.

Vero N.C. Developments Ltd. of Southampton get an award for their range of numerically controlled printed-circuit-board drilling machines. The development of multi-layer printed-circuit-boards packed with micro-miniature components requires small holes positioned extremely accurately and finished without burrs, dust, fibres or any smearing of the resin which might inhibit bonding during soldering.

These Vero machines will drill within a hole to hole accuracy of 0.003 in. with repeatability of 0.00025 in. at a table traverse rate of 300 in./min, the quality of drilling being ensured by drill speeds being infinitely variable between 30,000 and 70,000 rev/min. Strike rate depends on the type of board being drilled but can be as high as 90 strikes per minute, which means that a ten-spindle machine working on boards stacked three up can drill some 100,000 holes/h.

BIX Ltd's series 2 pipeline X-ray crawler uses advanced electronics to enable an X-ray tube to be positioned accurately and fired within a pipeline while under complete control from outside and at a speed which matches that of a fast-working welding gang under the rough conditions of pipeline construction sites all over the world.

The crawler has no 'umbilical cord' wires taking power along the pipe and instead is battery-powered. This allows it to operate much deeper into a pipeline and reduces the number of gaps which have to be left for it to be inserted. Control is by an isotope outside the pipe which is used to pass signals to radiation detectors mounted in the line on the crawler.

Only winners getting an award for the second time are the loader manufacturers Lancer Boss Ltd. of Leighton Buzzard. Their entries were the 2500 container-handling sideloader that can take 20 ft. and 30 ft. ISO containers weighing up to 20 tons and the 3500 sideloader that handles 20 ft., 30 ft. and 40 ft. containers weighing up to 35 tons. More than half the 165 sideloaders made have gone abroad.

Both models are fitted with air-power cam-operated brakes acting on all four wheels ensuring adequate stopping power without shedding the load. To prevent tilting at full sidewards stretch of the lifting mast they have four hydraulically operated stabilising jacks. These have safety interlocks that prevent the driver raising them during loading or unloading. The four twistlocks used to pick up the containers are hydraulically operated and have load-cell safety devices that prevent the driver starting lift unless all four are coupled into the container mounted brackets in the correct manner.

Introduced in 1970, the STC 600 ADX computer-based telegraph communications system is now logging up impressive economies in Telex and postal charges, massive increases in speeds of message delivery, and greatly improved operator efficiency for customers all over the world. The 600 ADX system is contained in a steel-panelled cabinet forming one pillar of a desk unit which holds two teleprinters. The cabinet houses the computer and its associated core memory, both slotted in above a Sperry drum data-storage unit and a power pack. This master unit is balanced at the other end of the desk by another electronic unit designed to interface the 600 ADX into the GPO telegraph lines, while underslung cabinets house line units, relays and the interfacing electronics between the processor and the drum data store.

Messages typed into the 600 ADX are headed by three-letter routing codes or addresses which are automatically interpreted by the system so that onward transmission is commenced within seconds if the line is free.

The Talyrond 100 roundness-measuring instrument made by Rank Precision Industries Ltd., Leicester, (consultant industrial designer: Alec Kirkbride) is the smallest in the Talyrond range, and is designed to extend roundness measurement beyond the dust-free, temperature-controlled environment of the standards room on to the shop floor as a routine quality-control technique.

It consists of an accurate turntable driven by a motor at 6 rev/min in synchronism with an electro-sensitive circular chart in the built-in recorder. A pick-up, horizontally and vertically adjustable by friction drives, a cast-iron support column, an amplifier and power pack on printed-circuit boards complete the instrument.

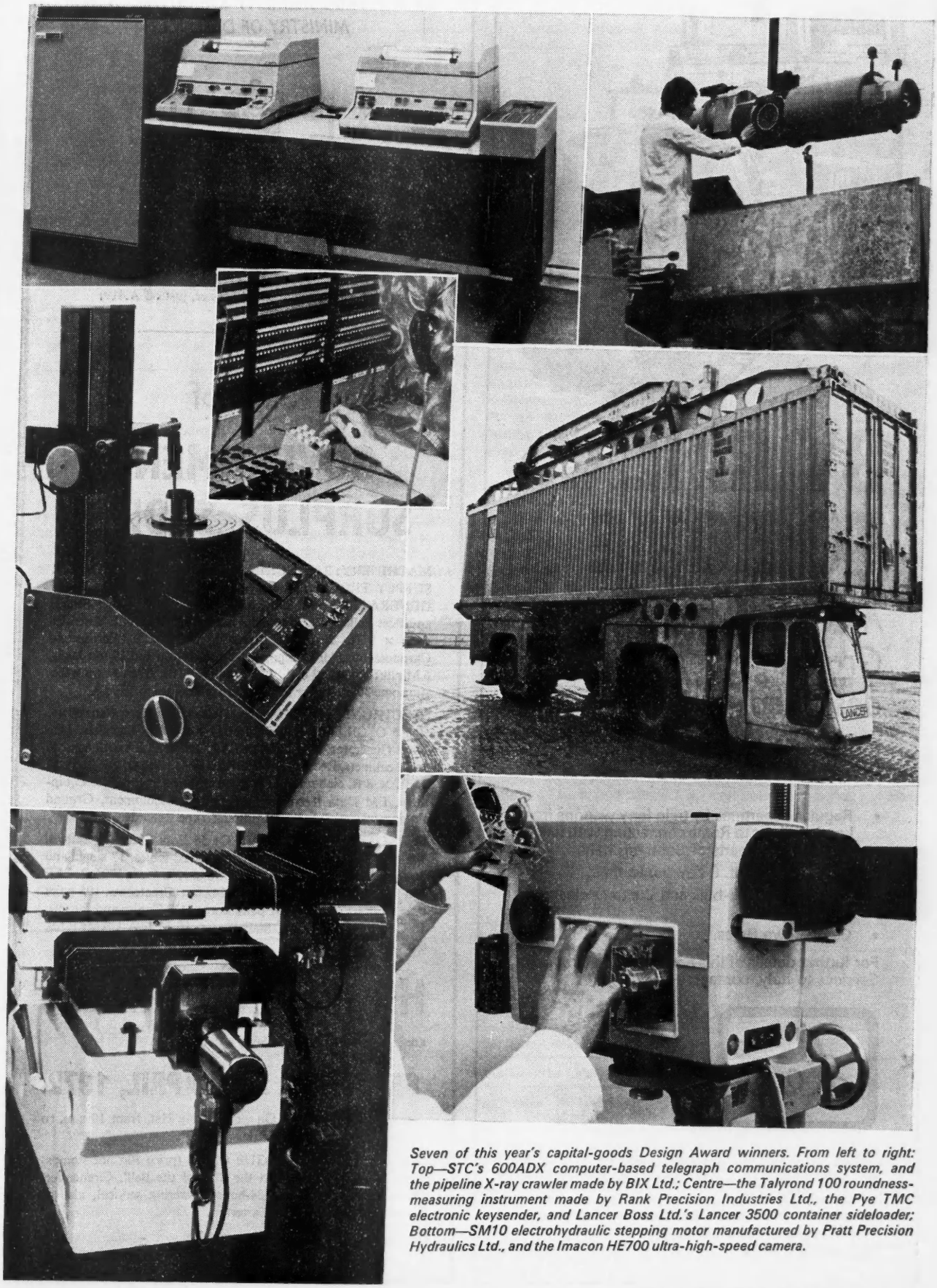
Magnifications provided are X100, X200, X500, X1000, X2000 and X5000; these are halved if the operator changes from the normal 64 mm.-long stylus arm to the 127 mm. arm. The instrument records up to 150 undulations per revolution in accordance with British and American standards.

The SM10 electro-hydraulic stepping motor, designed and made by Pratt Precision Hydraulics Ltd., Halifax, combines the power and adaptability of hydraulic systems with the flexibility of electronic control and, although primarily aimed at the digitised and automated world of machine tools, has potential applications throughout the engineering field.

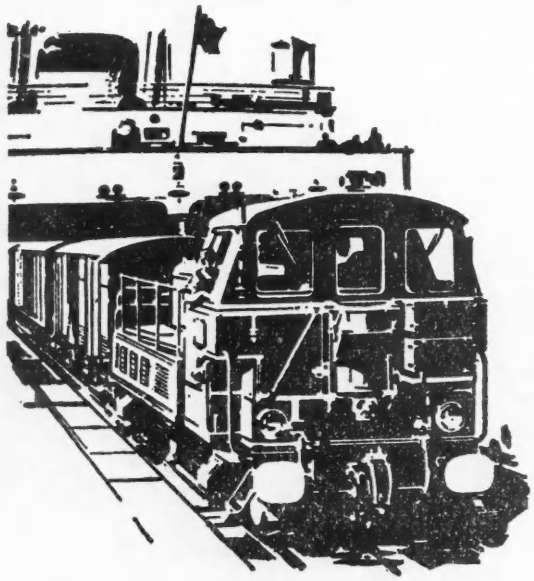
In a market developed and until now dominated by Japanese companies, the superiority of the SM10 is emphasised by the motor's impressive Japanese sales, says the citation.

The Pratt stepping motor has six phases, rather than the five of its main competitors, giving a higher and more uniform torque output. Each phase is represented by a stator assembly with its own individual resin-encapsulated winding. The six stators are made in a rigorously selected magnetic alloy, and each has 16 pairs of poles.

A selection of this year's Design Awards



Seven of this year's capital-goods Design Award winners. From left to right: Top—STC's 600ADX computer-based telegraph communications system, and the pipeline X-ray crawler made by BIX Ltd.; Centre—the Talyrond 100 roundness-measuring instrument made by Rank Precision Industries Ltd., the Pye TMC electronic keysender, and Lancer Boss Ltd.'s Lancer 3500 container sideloader; Bottom—SM10 electrohydraulic stepping motor manufactured by Pratt Precision Hydraulics Ltd., and the Imacon HE700 ultra-high-speed camera.



BY RAIL TO ROME

A Lep Freight Groupage Service designed to speed your exports to Italy

- Regular departures by train ferry wagons from London direct to Rome connecting with feeder services to all parts of Southern Italy.
- No transhipment. 8 day transit time.
- Immediate break-bulk and Customs clearance in Rome
- Competitive Rates.

For further details of this and other Lep Groupage Services to Italy, contact:

Lep

Italian Export Dept., Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4P 4AD.
Telephone: 01-236 5050. Ext: 327.
Telex: Transport Ldn 887282/3.
or local Lep Office.

FOR THE PROCUREMENT EXECUTIVE OF THE MINISTRY OF DEFENCE

E R

STORES DEPOT
ASTON DOWN
STROUD
GLOS

(Between Stroud and Cirencester, just off A.419)

Sale of

GOVERNMENT SURPLUS STORES

MACHINERY: 2 HOUCHIN STARTING TROLLEYS, AIR SUPPLY TROLLEY, 2 Instrument Testing Trolleys, NUNN GENERATING SET 230v, 5.6 KVA, Tubular Pallet Stands and Post Pallets, Racking, Alternators, 5 SURFACE TABLES 4 ft. × 3 ft., 2 Aircraft Arresting Barriers, 8 Microsecond Chronometers, Air Compressor, 5-ton, 10-ton and 25-ton Jacks, 6 Minilift Hoists, 2½ cwt., 4 Hydraulic Hoists, Allen Autoscythe, Ransome 30 in. Motor Mower, 30 TYRES, up to 36 × 8.

ELECTRONIC ITEMS: Valves, Relays, Rectifiers, Capacitors, etc., 5 OSCILLOSCOPES, Murday Recorder, Test Sets, Sine Wave Generator, RADAR DATA CONVERTER with console and 4 cabinets, Receivers, 4-WHEEL 10-ton TRAILER 30 ft. × 15 ft. × 8 ft. elaborately equipped with Telemetry Test Equipment, FM Data Recorder, MF Ground Equipment, Ground Equipment and Epsylon Multitrack Tape Recorder.

FURNITURE AND CLOTHING: 56 Easy Chairs, 5 Settees, Various chairs, 2 ft. 9 in. Bureau, 2 Card tables, 17 single and double s.i. mattresses, 10 Latex matresses 2ft. 6 ins., 179 SINGLE and 71 DOUBLE BLANKETS, 247 b. s. Greatcoats, 195 pairs b.s. Trousers (as new), 31 pairs Boots, 119 Tunics and Jackets, 16 CARPETS, 63 Rugs, Stair carpet, 10 LEICA CAMERAS, etc. etc.

HOBBS & CHAMBERS

are instructed to sell the above by auction on

SATURDAY, 22nd APRIL, 1972

commencing at 10 a.m. On view Friday 21st, from 10 a.m. to 4 p.m. and on morning of Sale.

Admission BY CATALOGUE ONLY (price 10p not stamps) from the Auctioneers, 'At the Sign of the Bell', Cirencester, Glos. (Tel: 2562/3 with 24-hour answering service), also at Swindon, Faringdon and Carterton.

Light refreshments available on sale day.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
February 21, 1972		
980,341	Coal Industry (Patents) Limited	Improvements in or relating to mineral mining machines
1,036,545	Union Special Machine Company	Improvements in sewing machines
1,106,730	Commissariat a L'Energie Atomique	Coupled-inductance level indicator for liquid metals
1,116,607	Commissariat a L'Energie Atomique	Improvements in or relating to caulking devices
1,117,385	Commissariat a L'Energie Atomique	Process for stripping actinides contained in organic solvents
1,119,768	Commissariat a L'Energie Atomique	Method of preparation of pollucite and its application to the production of radio-active sources
1,152,968	Solvay & Cie	Method of manufacturing solid fuel briquettes
1,220,343	Victor Cecil Webb	Nestable cup
1,228,488	Etablissements L. Devillez & Camion Societe Anonyme	Pivot for pivoting window
February 28, 1972		
936,242	Edward Kurbi and Curt Niggeloh	Photographic roll-film camera
936,243	Edward Kurbi and Curt Niggeloh	Photographic roll-film camera
1,126,298	Glaenzer Spicer Societe Anonyme	Bellows for protecting sliding devices
1,129,121	Jean Charles Joseph Blosse and Michel Jean Joseph Blosse	Optical spyglass
1,214,982	Agfa-Gevaert	Stabilisation of photographic silver halide materials
1,249,672	Glaverbel	Process and apparatus for coating articles

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

Group technology practice

A ONE-DAY course teaching the methods of Group Technology, with particular reference to manufacture, will be held on May 3 at the Birniehill Institute, East Kilbride.

The course will consist of lectures, discussions and tutorial exercises, covering the various steps necessary to implement Group Technology, and a case study will be presented. Extensions of Group Technology principles to other areas, such as design and drawing office, and production planning and control, will also be dealt with.

The course is aimed at production engineers, but drawing office and planning staff will also find it useful. It will enable participants to assess the feasibility of applying Group Technology to their own organisation, and also to undertake its introduction.

Further details from the Course Organiser, Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow. Tel: East Kilbride 20222, Ext. 570.

New Air Letter form

As from April 26 the Post Office will have available a new Air Letter form which will open out to the standard A4 stationery size. This has been produced to meet demand from business firms who found the other, smaller, form inconvenient because of its non-standard size.

Because it will be larger and has to be on heavier, thicker paper, the A4 size form will cost 6½p (to any destination overseas) as against 5p for the smaller form which will, of course, continue to be available.

As in the past, it will be possible for business firms who so prefer to purchase bulk supplies of unstamped versions of the A4 Air Letter form, approved by the Post Office, direct from private manufacturers. Some firms may even wish to apply for approval to print their own forms. This approval is readily obtainable provided the specifications laid down by the Post Office are met. Details will be supplied by Postal Headquarters, Overseas Post Division, St. Martin's-le-Grand, London, EC1A 1HQ. The postage of 6½p can be prepaid on unstamped A4 forms by means of postage stamps or franking machine impressions.

Government surplus sales

MINISTRY OF DEFENCE

April 19/20, 1972 Miscellaneous Stores

Location: Regional Depot, RAOC, Hereford

Auctioneers: Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford (Tel. 0432 4366)

Fork-lift trucks, pallet transporting trucks; Bedford 50-ton lorries with containers; cabin trailers; industrial tractors; fire pumps; warehouse trailers; 6—1,000 gal. fuel tanks; machine tools including, lathes; milling machines, grinders and hacksaws; tyres; batteries and chargers; hydraulic jacks; paint spraying plants; electric cable; generator test benches; rectifiers; transformers; tentage; tarpaulin sheets; oscilloscopes; No. 7 directors; watches; compasses; binoculars; theodolites; furniture including dressing chests; fold flat and other chairs; tables and wardrobes; 50,000 plates; carpets; cot pillow cases; greatcoats; battledress and other trousers and various clothing; white and coloured blankets; aircraft, MT, wireless and electrical spares; scrap canvas; rags and woollens, etc.

April 26 Miscellaneous Stores

Location: Auctioneers' Premises

Auctioneers: Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth (Tel. 0752 69292)

Service clothing; furniture; machine tools including, planing and thicknessing machine; circular saws, 2 ft. and 3 ft. blades; mortising and boring machines; wooden boxes and containers; primary batteries; control units and relays; kapok floats; theodolites; monocular microscopes; and many items of other general stores.

May 3/4 Vehicles, Heavy Duty and Roadmaking Equipment

Location: Ordnance Storage and Disposal Depot, Ruddington, Notts.

Auctioneers: Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (Tel. 0602 54272)

Saloon cars and limousines; estate cars; light vans; tractors, trailers; coaches; dumpers; cranes; graders; fork-lift trucks; heavy duty trucks; tippers; motor cycles, etc.

May 9/10 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester, Hants.

Auctioneers: Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211)

Clothing; textiles; kitchen equipment; furniture; scrap textiles, footwear and cordage; vehicle spares, tyres; hydraulic and ratchet jacks; charging sets; fork-lift trucks; electrical, electronic and wireless spares avometers; transformers; theodolites; alternators; binoculars; prismatic compasses; cameras and photographic equipment; wrist and stop watches; clocks; machine tools; hand tools; lead acid batteries; metal safes; wooden boxes; hydraulic shovels; air conditioning units, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Dec. 2, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	April 6, 1972
Balance of payments:	
Civil aviation (A)	Mar. 16, 1972
Trends in invisible transactions (Q)	Mar. 23, 1972
UK balance of payments (Q)	Mar. 23, 1972
Bankruptcy orders (Q)	Mar. 9, 1972
Business names registered (A)	Feb. 10, 1972
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	This week
Catering trades turnover (M)	This week
Chemicals industry (Q)	Mar. 23, 1972
Clothing: made-up clothing: orders and deliveries (M)	This week
Companies:	
Acquisitions and mergers (Q)	Nov. 18, 1971
New companies registered:	
Gt. Britain (M)	Mar. 16, 1972
N. Ireland (M)	Mar. 30, 1972
Computers:	
UK computer market (Q)	Jan. 20, 1972
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	This week
Instalment trade credit (A)	April 14, 1971
ECGD business (Q)	April 6, 1972
Electronics capital equipment deliveries, research and development (Q)	Feb. 10, 1972
Engineering and electrical goods:	
Deliveries and orders (M)	April 6, 1972
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 3, 1972
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	Mar. 30, 1972
Household consumption (Q)	Mar. 23, 1972
Footwear industry production, orders and deliveries (M)	April 6, 1972
Foreign trade:	
EFTA trade (Q)	Mar. 23, 1972
Industrial countries trade and production (Q)	Feb. 24, 1972
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	This week
Unit value and volume index nos. (M)	Mar. 23, 1972
Value of overseas trade (M)	Mar. 23, 1972
Value of overseas trade: analysis of trends (Q)	Mar. 16, 1972
Hire purchase business (M)	This week
Industrial building approved (Q)	Jan. 27, 1972
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	Mar. 23, 1972
N. Ireland index (M)	Mar. 30, 1972
Wales index (Q)	Dec. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Jan. 13, 1972
Investment and earnings overseas (A)	Mar. 23, 1972
Machine tools deliveries and orders (Q)	Mar. 23, 1972
Man-made fibres:	
Analysis of production (Q)	Mar. 16, 1972
Deliveries (Q)	Mar. 16, 1972
Production (M)	Mar. 23, 1972
Volume of production (M)	Mar. 23, 1972
Motor industry:	
Car and commercial vehicle production (M)	April 6, 1972
Motor trades turnover (M)	Mar. 23, 1972
Office development permits (Q)	Mar. 23, 1972
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	April 6, 1972
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	Mar. 23, 1972
Royalty transactions (A)	Mar. 30, 1972
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Mar. 2, 1972
Steel consumption (Q)	Mar. 23, 1972
Stocks:	
Distributive and service trades (A)	Dec. 23, 1971
Industry's stocks (Q)	This week
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	This week
Cotton production (M)	Mar. 23, 1972
Hosiery production (M)	Mar. 23, 1972
Textile orders and deliveries (M)	This week
Wholesale houses sales (M)	Mar. 23, 1972
Wool exports (Q)	Mar. 23, 1972
Wool output (M)	Mar. 23, 1972
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	Mar. 23, 1972
UK official reserves (M)	Mar. 9, 1972
Wholesale prices:	
Average prices of selected commodities (A)	Mar. 9, 1972
Index nos. (M)	Mar. 23, 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	April 6, 1972
Business Monitor titles	Dec. 23, 1971
Customs notices of interest to exporters	Feb. 3, 1972
DTI addresses (regional offices)	Feb. 10, 1972
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	Feb. 10, 1972
Guide to DTI	Feb. 10, 1972
Index Jan.-Mar. 1971	May 26, 1971
Official Receivers' offices	May 20, 1970
Programme of trade promotions	Jan. 20, 1972
Release dates of economic statistics	Mar. 30, 1972

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,973		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	136	135	112	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	119	136	260	214	42	13
1971	122	124.9	172 p	171 p	119 p	104.8	141 p	140	161	122 p	143 p	80 p	–129	–3	36
1969 4th qtr	120	123.3	147	147	114	102.9	139	145	153	127	133	91	74	2	—
1970 1st qtr	117	123.8	149	148	114	103.3	135	145	146	114	133	–25	42	1	–41
2nd qtr	121	123.5	155	153	116	104.2	143	153	163	119	137	103	55	12	14
3rd qtr	120	124.3	159	158	117	104.6	140	154	156	121	134	104	44	7	—
4th qtr	122	124.6	163	160	117	104.7	143	157	165	120	139	83	72	23	15
1971 1st qtr	118	124.3	164	161	115	102.1	138	146	148	114	146	82	41	2	–44
2nd qtr	121	125.2	170	170	119	104.4	142	139	164	122	141	–59	–114	12	38
3rd qtr	123	125.6	175	175	120	105.5	142	144	165	122	141	–35	–59	–12	6
4th qtr	124 p	124.3	179 p	179 p	121 p	107.4	142 p	133	166	130 p	142 p	92 p	34	–4	36
Aug		125.3				106.2									
Sep		126.3				105.3									
Oct		124.7				108.4									
Nov		124.4				106.8									
Dec		123.9				107.1									
1972 Jan		124.4				107.0									
Feb						106.0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports(¶)	Imports(‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,282	1963 4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	–291
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	443
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	611
1971	114 p	153.4	*9.4*	132.4	137.7	246.4	744	129		207	197	952
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	557	194	24,275	181	171	218
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24,054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	88
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	278
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119		217	197	346
4th qtr	114 p	157.3	*9.2*	132.9	140.0	257.0	836	118		213	202	240
1972 1st qtr				134.0 p	141.6 p		877 p	124 p				
Aug	117	155.3	*10.3*	133.8	139.3	248.6	781	122		215	192	
Sep	117	155.5	*9.9*	132.5	139.5	250.0	799	115		223	203	
Oct	117 p	156.4	*9.4*	132.3	139.8	250.7	813	118		216	202	
Nov	114 p	157.3	*9.2*	132.8	139.9	257.8	840	120		200	197	
Dec	114 p	158.1	*9.0*	133.6	140.3	262.6	855	116		222	208	
1972 Jan		159.0	*8.2*	134.8	141.2 p	265.0	872	119		208 p	204 p	
Feb		159.8	*8.1*	133.6 p	141.7 p	265.3 p	872	126		211 p	216 p	
Mar				133.7 p	142.0 p		887 p	126 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

Direct exporters and the credit terms of exports

As part of the large scale overseas transactions inquiry for 1970, conducted by the Department of Trade and Industry, information was collected on direct exports during 1970, the value of exports to related and to unrelated concerns abroad, and the terms on which they were made. The results of this inquiry are presented in the following tables.

The overseas transactions inquiry also covered other subjects such as direct investment and the earnings on it, which were covered in an article in *Trade and Industry* on March 23, 1972, and overseas royalty transactions, which were covered in an article on March 30, 1972.

Direct exports were defined as those exports for which the firm making the return, its own exporting subsidiaries or export agents working to its instructions submitted export documents to HM Customs. These figures would not necessarily represent the whole of a firm's contribution to the export earnings of the United Kingdom, since parts of the output may be sold to other United Kingdom firms and in turn exported by them, with or without further processing.

About 2500 firms were approached in the inquiry, although many firms had nothing to report and the response was not complete. Table 1 analyses the results of the inquiry in terms of the number of enterprises with exports of various amounts. Although the oil companies and public sector enterprises (other than the British Steel Corporation) were not asked to make full returns in respect of exports in the inquiry, Table 1 incorporates figures of exports by the five largest oil companies and by the National Coal Board and the Gas Boards obtained from published sources; though these exports are excluded from later tables. In addition, figures of total exports for most large non-responding firms were obtained from published accounts and incorporated in Table 1, although as there was no basis for dividing the total between related and unrelated exports, they have been excluded from Tables 2 and 3, which cover only firms providing comprehensive information in the inquiry.

The total of exports covered in Table 1 is over 80 per cent of total United Kingdom exports in 1970. It is thought that all enterprises with exports of more than £1 million are covered, but the last four size-categories are incomplete. Half of total exports in 1970 were accounted for by 77 enterprises, with 55 enterprises each with exports of more than £50 million accounting for 45 per cent of total exports. 240 enterprises accounted for two thirds of total exports. At the other end of the scale, there are many thousands of small firms which sell abroad on a minor or spasmodic basis, which were not covered in this inquiry, but account for the substantial minority of exports not covered in Table 1.

For the first time since 1966, the overseas transactions inquiry for 1970 asked firms to distinguish exports to related concerns, ie concerns with which there was a direct investment link, from other exports. Related exports would cover exports by United Kingdom companies to their overseas branches, subsidiaries and associates, and exports by affiliates in the United Kingdom of foreign companies to overseas parent, associate or fellow-subsidiary companies.

TABLE 1. SIZE DISTRIBUTION OF LARGE EXPORTERS IN 1970

Summary of returns received — Amounts in £ million

Size of Direct Exports During Year	Number	Amounts
Over £50 million	20	2513
Over £20 million but not more than £50 million	35	1044
Over £10 million but not more than £20 million	62	866
Over £5 million but not more than £10 million	105	739
Over £2 million but not more than £5 million	241	780
Over £1 million but not more than £2 million	262	377
Over £0.5 million but not more than £1 million (a)	270	196
Over £0.2 million but not more than £0.5 million (a)	367	124
Over £0.1 million but not more than £0.2 million (a)	106	16
£0.1 million or less (a)	102	5
	1570	6660

(a) Figures are incomplete

TABLE 2. DISTRIBUTION OF DIRECT EXPORTERS (1) BY CATEGORY OF COMPANY AND SIZE OF TOTAL EXPORTS

Analysis of returns received — Values in £ million

Size of total exports	Subsidiaries and branches in the United Kingdom of overseas companies (other than United States)		Subsidiaries and branches in the United Kingdom of United States companies		Associates in the United Kingdom of overseas companies		United Kingdom companies with branches, subsidiaries and associates overseas		United Kingdom companies with no overseas affiliates	Total	
	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Total exports	Of which related exports
Over £50 million	228.2	37.7	396.1	288.3	—	—	1669.4	464.7	—	2293.7	790.7
Number of enterprises	(3)		(3)		(—)		(11)		(—)	(17)	
Over £20 million but not more than £50 million			202.9	127.0			673.0	164.0	—	1017.4	339.6
Number of enterprises	86.4	48.3	(6)				(22)		(—)	(34)	
Over £10 million but not more than £20 million	(5)										
Number of enterprises			173.8	98.5	165.4	41.4	457.0	128.4		748.3	263.9
			(12)		(11)		(34)		67.8	(54)	
Over £5 million but not more than £10 million	46.1	21.6	193.9	84.0			359.4	91.9	(7)	660.0	201.6
Number of enterprises	(6)		(27)				(52)			(94)	
Over £2 million but not more than £5 million	65.6	31.8	167.2	54.1	17.5	4.1	406.8	97.5	134.5	791.6	187.5
Number of enterprises	(20)		(50)		(6)		(123)		(45)	(244)	
Over £1 million but not more than £2 million	19.9	8.9	77.8	23.4	10.5	4.6	152.4	36.7	119.3	379.9	73.6
Number of enterprises	(13)		(54)		(7)		(105)		(85)	(264)	
Over £0.5 million but not more than £1 million	12.2	5.4	33.5	10.1	3.8	0.4	63.7	14.8	83.8	197.0	30.7
Number of enterprises	(17)		(45)		(5)		(87)		(117)	(271)	
Over £0.2 million but not more than £0.5 million	5.1	2.4	14.6	4.4	2.0	0.7	30.8	8.7	71.5	124.0	16.2
Number of enterprises	(15)		(44)		(6)		(92)		(210)	(367)	
Over £0.1 million but not more than £0.2 million	..	..	3.6	0.8	..	..	4.0	1.3	5.6	16.2	3.0
Number of enterprises	..		(23)		..		(26)		(36)	(106)	
£0.1 million or less	..	..	1.0	0.2	..	..	0.8	0.3	1.6	4.5	0.7
Number of enterprises	..		(22)		..		(18)		(29)	(102)	
Total	467.0	157.2	1264.4	690.8	199.8	51.2	3817.3	1008.3	484.1	6232.6	1907.5
Numbers of enterprises	(127)		(286)		(41)		(570)		(529)	(1553)	

(1) Excluding the exports of oil companies

In Table 2, United Kingdom exporters have been analysed into five broad categories based on the nature of their direct investment links abroad, each of which is further analysed by size. This table is based solely on returns received in the inquiry and the exports of companies without overseas affiliates would be substantially more deficient than those of other categories, as most small exporters were not covered in the inquiry. Allowing for non-respondents, companies too small to be included in the inquiry and certain types of companies which were not covered in the inquiry (eg oil companies), it is estimated that exports to related concerns abroad accounted for about 26 per cent of total exports in 1970, compared with 22 per cent in 1966. This growth reflects the increase in the number of companies with overseas investment links and the growth of trade within international companies.

Table 3 sets out a rough distribution of total exports by category of company when allowance is made for non-response. These estimates are very approximate, but give a broad indication of the extent to which foreign-controlled companies contribute to total exports and the extent to which exports to related concerns feature in the exports of each category. Enterprises with parent companies in the United States accounted for about 17 per cent of total exports, compared with about 14 per cent in 1966. Other foreign controlled enterprises accounted for a further 6 per cent of total exports. More than half of United States controlled enterprises' exports were to related concerns, compared with about a third for other foreign controlled enterprises. United Kingdom companies with overseas affiliates accounted for well over half total exports, and over a quarter of their exports were to related concerns.

TABLE 3

Percentages

Percentage of total exports accounted for by:	All exports	Exports to related concerns
United States controlled enterprises	17	9
Other foreign controlled enterprises	6	2
Associates of foreign enterprises	3	1
UK enterprises with overseas affiliates	54	14
Other enterprises	20	—
Total	100	26

Enterprises with large exports tend to export a higher proportion of the total to related concerns, reflecting the strong link between the size of enterprise and the existence of overseas investments. Using the figures in Table 2, enterprises with exports of over £10 million reporting in the inquiry made 34 per cent of exports to related concerns compared with about 20 per cent for enterprises with exports of £5 million or less. Among affiliates of United States companies, as much as 70 per cent of exports of enterprises exporting more than £20 million were to related concerns.

When enterprises are classified into broad industry groups as in Table 4, there are significant differences in the contribution of the categories of company distinguished to the exports of each industry, and in the relative importance of exports to related concerns. United States—controlled enterprises accounted for a significantly high proportion of exports by enterprises classified to the non-electrical engineering, motor vehicle and rubber industries. Other foreign-controlled enterprises had relatively high exports in the metal manufacture and non-electrical engineering industries, and in distribution. The exports of enterprises without overseas affiliates tended to be concentrated in the textile, clothing and footwear industries and in distribution. The industries in which the largest proportions of exports were to related concerns were motor vehicles, where the effect of United States controlled enterprises led to a proportion of over half, and chemicals, rubber and electrical engineering, where the proportion was around two fifths.

Exports analysed by length of credit

As in previous overseas transaction inquiries, firms were asked to analyse (in percentage terms) the credit terms on which exports were made. The credit terms relate to the original period of credit extended, and where payment was to be made by instalments, the period to final payment was taken as the length of credit extended. Exports made under Financial and Buyer Credit Guarantees were grouped with other exports on credit terms of over 5 years, though the latter were very small.

Table 5 summarizes the returns received in the inquiry and classifies them to broad industry groups. As in Table 4, where a firm

(continued on next page)

TABLE 4. DISTRIBUTION OF DIRECT EXPORTERS (1) BY CATEGORY OF COMPANY AND BY INDUSTRY GROUP

Analysis of returns received

Values in £ million

Industry group	Subsidiaries and branches in the United Kingdom of overseas companies (other than United States)		Subsidiaries and branches in the United Kingdom of United States companies		Associates in the United Kingdom of overseas companies		United Kingdom companies with branches, subsidiaries and associates overseas		United Kingdom companies with no overseas affiliates	Total	
	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Total exports	Of which related exports
Food, drink and tobacco	31.8	13.8	32.3	18.9	—	—	281.0	45.0	24.1	369.2	77.7
Number of enterprises	(10)		(17)		—		(3)		(22)	(82)	
Chemical and allied industries (excluding mineral oil refining)	60.5	41.8	111.0	55.9	59.9	22.7	508.1	185.1	13.3	752.8	305.5
Number of enterprises	(15)		(39)		(5)		(41)		(13)	(113)	
Metal manufacturing	110.6	16.0	12.1	2.7	6.5	1.1	313.9	33.6	10.2	453.3	53.4
Number of enterprises	(8)		(8)		(3)		(17)		(12)	(48)	
Non-electrical engineering	121.1	7.3	355.7	167.6	60.7	12.2	406.3	91.4	70.7	1,014.5	278.5
Number of enterprises	(19)		(80)		(7)		(111)		(80)	(297)	
Electrical engineering	63.8	41.1	148.2	77.0	6.8	0.8	525.4	167.6	7.6	751.8	286.5
Number of enterprises	(10)		(30)		(3)		(35)		(12)	(90)	
Shipbuilding and vehicles (excluding motor vehicles)	—	—	..	..	—	—	179.1	33.8	..	205.1	34.8
Number of enterprises	(—)		(..)		(—)		(12)		(..)	(30)	
Motor vehicles	3.8	0.5	404.3	291.3	..	..	498.4	196.7	..	915.5	488.6
Number of enterprises	(3)		(6)		(..)		(13)		(..)	(29)	
Textiles, clothing and footwear	2.9	0.3	1.6	0.3	—	—	299.6	53.2	73.2	377.3	53.8
Number of enterprises	(4)		(4)		(—)		(69)		(117)	(194)	
Paper, printing and publishing	1.0	0.7	10.3	3.1	16.6	4.4	83.8	13.7	12.7	124.4	21.9
Number of enterprises	(5)		(18)		(3)		(21)		(22)	(69)	
Rubber	..	..	29.5	11.3	..	..	53.7	17.2	..	101.0	41.9
Number of enterprises	(..)		(5)		(..)		(7)		(..)	(15)	
Other manufacturing industries	7.3	1.9	76.6	22.6	18.6	3.8	353.2	87.8	55.5	511.2	116.1
Number of enterprises	(10)		(43)		(11)		(87)		(64)	(215)	
Distribution	44.2	18.7	45.6	33.0	2.2	0.1	169.7	32.1	143.9	405.6	83.9
Number of enterprises	(39)		(20)		(5)		(69)		(127)	(260)	
Construction	..	..	15.6	—	—	—	27.7	18.0	4.1	48.3	18.0
Number of enterprises	(..)		(5)		(—)		(14)		(4)	(24)	
Other activities	..	..	20.2	6.1	..	..	117.4	33.1	38.3	202.6	46.9
Number of enterprises	(..)		(10)		(..)		(41)		(32)	(87)	
Total: All industries	467.0	157.2	1,264.4	690.8	199.8	51.2	3,817.3	1,008.3	484.1	6,232.6	1,907.5
Number of enterprises	(127)		(286)		(41)		(570)		(529)	(1,553)	

(1) Excluding the exports of oil companies.

DIRECT EXPORTERS
continued

TABLE 5. ANALYSIS OF DIRECT EXPORTS BY TERMS OF ORIGINAL CREDIT†

Analysis of returns received — Original terms on which exports were made

Industry group	Number of enterprises	Total exports		Cash or credit of up to 60 days		Credit of 61-180 days		Credit of 181 days to 1 year		Credit of over 1 year and up to 21 months		Credit of over 21 months and up to 5 years		Credit of over 5 years (‡)	
		£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent	£ million	Per cent
Food, drink and tobacco	82	369.2	100	300.6	81	63.4	17	1.0		0.3		—	—	3.9	1
Chemicals and allied industries	113	752.8	100	390.8	52	339.8	45	15.8	2	3.0		0.1		3.3	
Metal manufacture	48	453.3	100	325.6	72	110.4	24	14.3	3	2.6	1	0.4	—	—	—
Non-electrical engineering	297	1,014.5	100	460.3	45	327.4	32	65.6	7	24.5	2	74.9	7	61.8	6
Electrical engineering	90	751.8	100	253.8	34	350.6	47	76.3	10	23.2	3	27.9	4	20.0	3
Shipbuilding and vehicles (other than motor)	30	205.1	100	78.2	38	41.0	20	8.5	4	2.5	1	19.0	9	55.9	27
Motor vehicles	29	915.5	100	610.2	67	247.5	27	23.1	3	11.3	1	23.4	3	—	—
Textiles, clothing and footwear	194	377.3	100	256.5	68	95.5	25	16.2	4	2.9	1	1.2		5.0	1
Paper, printing and publishing	69	124.4	100	60.4	49	56.5	45	6.5	5	0.9	1	0.1	—	—	—
Rubber	15	101.0	100	51.8	51	43.7	43	5.3	5	0.2	—	—	—	—	—
Other manufacturing industries	215	511.2	100	327.1	64	156.0	31	8.5	2	2.8	1	5.8	1	11.0	2
Distribution	260	405.6	100	226.5	56	152.3	38	11.3	3	1.3	—	5.6	1	8.6	2
Construction	24	48.3	100	31.4	65	7.3	15	0.5	1	2.5	5	0.5	1	6.1	13
Shipping	7	16.9	100	6.5	39	—	—	0.1	1	0.1	—	0.2	1	10.0	59
Other activities	80	185.7	100	110.9	60	57.8	31	10.4	6	1.7	1	4.2	2	0.7	—
All industries	1,553	6,232.6	100	3,490.6	56	2,049.2	32.9	263.4	4.2	79.8	1.3	163.3	2.6	186.3	3.0

† Excludes oil companies and public sector enterprises.
‡ Includes exports made under financial guarantee and buyer credit arrangements.

spans several industry groups it is classified to its main activity, which may not always be the activity giving rise to exports of particular terms or credit.

There were few changes of substance in the distribution of credit terms for exports between 1969 and 1970. There was a slight tendency for exports on cash or very short terms of credit and on very long terms of credit to fall as a proportion of the total, with corresponding rises in export on medium terms of credit, especially on credit of 61 to 180 days. The slight fall in the proportion of exports on credit terms of over 5 years was due to a pause in the growth in exports subject to Financial Guarantee and Buyer Credit Guarantee agreements during 1970, although growth was resumed in 1971.

Table 6 attempts to allow for the effect of non-response which is likely to be proportionately greater in the cash and near-cash categories of exports.

TABLE 6. PERCENTAGE ANALYSIS OF EXPORTS ANALYSED BY CREDIT TERMS, 1968-70

Original terms on which exports were made	Percentage of total exports†		
	1968	1969	1970
Cash or credit of up to 60 days	57.8	57.5	56.6
Credit of 61 to 180 days	30.2	31.0	32.7
Credit of 181 days and up to 1 year	4.7	4.6	4.1
Credit of over 1 year and up to 21 months (a)	2.4	2.2	1.3
Credit of over 21 months and up to 5 years (b)	1.7	1.6	2.5
Credit of over 5 years	3.3	3.1	2.8
Total	100	100	100

† Adjusted approximately for non-response.
(a) Credit of over 1 year and up to 3 years for 1968 and 1969.
(b) Credit of over 3 years and up to 5 years for 1968 and 1969.

Notes and definitions

The statistics relate to the 'United Kingdom', which is defined as Great Britain, Northern Ireland, Isle of Man and Channel Islands.

No approach was made to Government Departments, Public Corporations (other than the British Steel Corporation), oil companies or to most small firms. Companies were asked to make returns for their accounting years if information were not available for calendar years.

Exports analysed by credit terms

Firms were asked to give estimates in percentage terms of the proportions of direct exports according to the length of terms of credit extended (to final payment where payment was by instalments) reasonable estimates being accepted if precise figures were not available.

Returns to the inquiry were coded to one of the following industry groups, based on the main activity of the enterprise. Each industry group is defined in terms of the Standard Industrial Classification, 1968.

Group	1968 Standard Industrial Classification
Food, drink and tobacco	Order III
Chemical and allied industries	Order V
Metal manufacture	Order VI
Mechanical engineering	Orders VII, VIII
Electrical engineering	Order IX
Shipbuilding, marine engineering, vehicles other than motor vehicles	Order X MLH 380, 382-385
Motor vehicles	MLH 381
Textile, clothing and footwear	Orders XIII, XIV, XV
Printing, paper and publishing	Order XVIII
Rubber	MLH 491
Other manufacturing industries	Orders XII, XVI, XVII MLH 492-499
Distribution	Order XXIII
Other activities	Orders I, II, XX, XXI, XXII, XXIV, XXV, XXVI MLH 261-263

At the English Speaking Union in London on March 27 the annual International Advertising Awards of the Overseas Press and Media Association were presented to the London agency Ketchum International Ltd. and its client Japan Air Lines. Mr. Eric Howard, President of the Association, presided over the presentations, which were made by Mr. Arthur Savage, Head of Publicity, British Overseas Trade Board. In this picture Mr. Fukada (left), European advertising and sales promotion manager of Japan Air Lines, is seen with Mr. Peter Day, managing director of Ketchum International Ltd.

SAY THE FAR EAST TO ALITALIA AND THEY'LL CALL YOU A NAME OR TWO!

Bangkok
Bombay
Djakarta
Hong Kong
Karachi
Kuala Lumpur
Manila
Melbourne
New Delhi
Singapore
Sydney
Tokyo

Far East DC-8/62F all-cargo service: weekly to Tehran, Bombay, Bangkok, Hong Kong and Tokyo.

Far East Passenger/Cargo services: frequently to Bangkok, Bombay, Djakarta, Hong Kong, Karachi, Kuala Lumpur, Manila, Melbourne, New Delhi, Singapore, Sydney, Tokyo.

Call your forwarding agent or Alitalia in London (01-897 0491), Birmingham (021-742 1414), Manchester (061-437 8126), Glasgow (041-248 6340) or Dublin (775171)

Flights in association with Air France, Lufthansa, JAL.

Alitalia
CARGO SYSTEM

Capital expenditure of manufacturing, distributive and service industries in the fourth quarter of 1971

Manufacturing industry

MANUFACTURING industry's capital expenditure in the fourth quarter of 1971 is now estimated at £356 million at 1963 prices, seasonally adjusted, about 8 per cent less than in the third quarter. Investment in 1971 as a whole was about 8 per cent less than in 1970, though experience varied greatly between industry groups.

Capital expenditure by the metal manufacturing industry rose to its highest level since 1961 owing to increased expenditure by the iron and steel industry. Investment in the coal and petroleum products industry, which had been falling during 1969 and 1970, rose sharply to a level not far short of its 1968 peak. There was a modest increase in capital expenditure by the food, drink and tobacco group of industries to reach a level close to its 1968 peak. The residual group of other manufacturing industries showed a small increase.

Capital expenditure in the remaining industry groups fell between 1970 and 1971. Investment in the vehicles industry fell sharply to a level close to that of 1964. Capital expenditure by the paper, printing and publishing group of industries also fell sharply to its lowest level since 1960. There was a marked decline in investment by the engineering, shipbuilding and metal goods group of industries following increases in the previous three years. There were falls in capital expenditure by the chemicals industry and by the textile, leather and clothing group of industries. The latter is the only industry group to show a decline in capital expenditure during each of the last two years.

Distributive and service industries (excluding shipping)

Revised figures indicate that the capital expenditure of the distributive and service industries (excluding shipping) in the fourth quarter of 1971 was the same as that in the previous quarter, at 1963 prices, seasonally adjusted, and some 2 per cent below the corresponding level in the fourth quarter of 1970. Over the year, the volume of expenditure in 1971 fell by 2 per cent compared with that in 1970, and this is now attributed to falls of 7 per cent for investment in vehicles and in plant and machinery, partly offset by a rise of 7 per cent for new building work.

In the classification according to industry groups, investment by retailers in 1971 was some 4 per cent higher than in the previous year, but this increase was more than offset by reductions of 3 per cent for wholesalers and for other industries.

Shipping industry

Revised figures for this industry (not shown in the tables) indicate an investment of £79 million at 1963 prices, seasonally adjusted, in the fourth quarter of 1971, confirming an increase over the year of some 22 per cent.

TABLE 1. FIXED CAPITAL EXPENDITURE OF MANUFACTURING INDUSTRY AT 1963 PRICES SEASONALLY ADJUSTED

£ million

Period	Total all manufacturing industries	Analysis by industry group: Food drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Analysis by type of asset: New building work	Vehicles	Plant and machinery
1960	1,118.2	156.0	22.7	139.1	204.0	245.7	88.3	92.5	73.3	96.6	288.8	73.5	755.9
1961	1,315.3	164.2	31.0	171.1	266.4	268.2	118.0	110.3	80.3	105.8	347.4	70.1	897.8
1962	1,210.4	163.0	22.6	172.7	228.6	235.4	105.6	94.6	80.7	107.2	325.5	61.5	823.4
1963	1,070.2	163.9	30.0	134.3	136.1	233.8	100.9	85.7	79.7	105.9	267.2	74.1	728.9
1964	1,210.4	185.2	36.7	164.7	114.4	279.9	90.9	116.3	90.8	131.5	297.5	90.9	822.0
1965	1,326.9	186.9	35.8	209.1	122.8	293.6	107.5	132.0	98.8	150.4	323.8	93.7	909.4
1966	1,366.2	178.8	57.3	228.7	116.0	298.7	119.9	128.3	86.2	152.3	311.4	89.7	965.1
1967	1,328.1	206.4	83.4	191.0	116.4	292.6	119.8	104.3	83.7	130.5	271.8	94.2	962.1
1968	1,403.8 (1,378.8)*	219.9	95.4	190.4	110.8	298.2	110.8	140.2	85.8	152.3	284.1	102.4	1,017.3 (992.3)*
1969	1,501.1 (1,526.1)*	209.7	74.6	220.7	130.8	308.1	132.6	151.0	92.3	181.3	323.0	109.5	1,068.6 (1,093.6)*
1970	1,631.1	208.8	64.2	280.6	207.2	357.5	139.7	115.7	102.6	154.8	318.8	100.9	1,211.4
1971	1,502.9	218.7	90.3	244.2	233.8	290.5	91.5	102.3	74.4	157.2	287.9	99.7	1,115.3
1965 1st quarter	340.5	47.0	9.2	51.1	28.7	78.8	25.9	34.6	26.8	38.4	86.6	23.5	230.4
2nd quarter	318.8	44.8	8.3	50.2	28.1	69.8	24.7	31.3	26.1	35.5	78.8	22.7	217.3
3rd quarter	333.2	47.8	8.5	57.1	28.8	67.8	27.5	34.2	22.8	37.7	80.9	22.6	228.7
4th quarter	335.4	47.3	9.8	50.7	27.2	77.2	29.4	31.9	23.1	38.8	77.5	24.9	233.0
1966 1st quarter	344.6	45.3	12.0	60.5	28.7	73.5	32.3	31.4	20.6	40.3	77.8	22.9	243.9
2nd quarter	336.8	44.1	13.3	54.6	27.6	75.2	29.8	34.5	20.7	37.0	75.5	23.6	237.7
3rd quarter	345.3	43.9	16.5	57.7	29.2	75.6	28.9	31.9	21.5	40.1	78.4	22.3	244.6
4th quarter	339.5	45.5	15.5	55.9	30.5	74.4	28.9	30.5	23.4	34.9	79.7	20.9	238.9
1967 1st quarter	331.8	51.2	16.5	47.4	29.8	73.4	30.2	28.1	21.0	34.2	75.3	21.1	235.4
2nd quarter	349.8	52.4	21.8	54.9	31.6	77.4	31.7	26.1	22.0	31.9	71.3	24.3	254.2
3rd quarter	325.1	50.7	22.5	43.0	30.0	71.7	28.8	24.7	21.4	32.3	62.9	24.6	237.6
4th quarter	321.4	52.1	22.6	45.7	25.0	70.1	29.1	25.4	19.3	32.1	62.3	24.2	234.9
1968 1st quarter	330.9	49.4	20.4	43.4	32.4	70.7	27.5	31.1	21.5	34.5	63.9	25.9	241.1
2nd quarter	331.9	53.2	23.4	46.2	26.8	70.5	26.4	28.8	19.4	37.2	68.9	24.0	239.0
3rd quarter	350.0	58.0	22.3	46.0	25.5	74.9	31.6	34.3	20.2	37.2	75.0	25.4	249.6
4th quarter	391.0 (366.0)*	59.3	29.3	54.8	26.1	82.1	25.3	46.0	24.7	43.4	76.3	27.1	287.6 (262.6)*
1969 1st quarter	345.6 (370.6)*	51.7	21.4	49.1	25.4	74.4	26.0	37.9	18.1	41.6	79.5	26.1	240.0 (265.0)*
2nd quarter	378.1	53.9	18.2	54.9	32.8	75.2	32.1	39.8	24.0	47.2	82.4	29.5	266.2
3rd quarter	388.4	52.8	18.2	59.8	33.9	79.4	35.6	37.4	25.2	46.1	82.2	27.3	278.9
4th quarter	389.0	51.3	16.8	56.9	38.7	79.1	38.9	35.9	25.0	46.4	78.9	26.6	283.5
1970 1st quarter	389.1	50.3	14.6	66.7	42.5	86.9	32.5	30.2	26.5	38.9	78.9	25.6	284.6
2nd quarter	410.6	52.9	15.7	68.6	48.0	91.4	36.2	31.0	26.4	40.4	83.6	25.7	301.3
3rd quarter	412.6	49.7	19.7	72.1	49.2	90.8	37.2	30.0	24.9	39.0	79.6	24.4	308.6
4th quarter	418.8	55.9	14.2	73.2	67.5	88.4	33.8	24.5	24.8	36.5	76.7	25.2	316.9
1971 1st quarter	389.9	52.9	19.5	63.8	63.2	80.2	24.2	28.9	19.5	37.7	73.8	25.5	290.6
2nd quarter	372.0	50.8	19.6	56.6	55.9	75.8	24.1	29.0	20.0	40.2	73.9	24.1	274.0
3rd quarter	385.3	56.8	26.1	64.0	58.3	72.2	24.3	23.3	18.2	42.1	73.5	25.2	286.6
4th quarter	355.7	58.2	25.1	59.8	56.4	62.3	18.9	21.1	16.7	37.2	66.7	24.9	264.1

The total of manufacturing industry and of the distributive and service industries (including shipping) covers a wide sector of the economy, accounting—after exclusion of dwellings—for 54 per cent of total expenditure in 1969. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (eg by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

* After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on December 31, 1968, estimated at £25 million for manufacturing industry and £5 million for distributive and service industry. These broad estimates were made by averaging the seasonally adjusted quarterly figures of expenditure in the last quarter of 1968 and the first quarter of 1969, although the estimate for the distributive and service industries is uncertain because of the smallness of the effect.

For other footnotes, see end of article.

TABLE 2. FIXED CAPITAL EXPENDITURE IN THE DISTRIBUTIVE AND SERVICE INDUSTRIES (EXCLUDING SHIPPING) AT 1963 PRICES SEASONALLY ADJUSTED

£ million

Period	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale distribution	Retail distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	744	98	172	474	304	202	238
1961	838	104	193	542	352	216	271
1962	838	102	184	551	370	202	266
1963	910	112	201	598	376	233	301
1964	1,068	131	226	711	424	281	363
1965	1,088	130	211	748	428	283	378
1966	1,047	117	191	740	404	282	361
1967	1,082	134	184	764	419	280	384
1968	1,206 (1,201)*	131	232	843 (838)*	440	300	466 (461)*
1969	1,283 (1,288)*	127	243	913 (918)*	466	321	495 (500)*
1970	1,317	124	249	944	470	304	543
1971	1,296	120	258	918	505	284	507
1965 1st quarter	279	36	55	188	111	74	94
2nd quarter	270	31	53	185	106	71	93
3rd quarter	260	32	52	176	104	67	89
4th quarter	280	30	51	199	106	71	102
1966 1st quarter	261	29	49	183	103	69	89
2nd quarter	263	31	47	186	100	72	91
3rd quarter	262	29	47	185	101	71	90
4th quarter	261	28	48	186	100	71	90
1967 1st quarter	265	31	46	189	103	68	94
2nd quarter	275	34	45	195	105	72	98
3rd quarter	277	35	46	196	104	72	101
4th quarter	266	34	48	184	107	68	91
1968 1st quarter	299	35	55	209	110	76	114
2nd quarter	297	31	58	209	112	71	115
3rd quarter	298	31	59	208	110	76	113
4th quarter	311 (306)*	36	59	218 (213)*	108	78	124 (119)*
1969 1st quarter	308 (313)*	32	59	217 (222)*	114	80	114 (119)*
2nd quarter	318	31	60	226	116	81	121
3rd quarter	329	32	60	237	120	79	131
4th quarter	328	32	64	232	117	82	130
1970 1st quarter	316	31	62	223	113	74	129
2nd quarter	330	33	62	235	115	77	137
3rd quarter	332	32	63	238	116	77	139
4th quarter	339	29	62	248	125	75	139
1971 1st quarter	312	29	63	219	123	68	121
2nd quarter	319	30	67	222	121	73	125
3rd quarter	333	30	66	237	131	73	129
4th quarter	333	31	62	239	129	71	132

NOTES RELATING TO TABLES 1 AND 2

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX
Distributive Trades Order XXIII
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses and similar businesses)
Retail MLH 820, 821
Other Industries Order XX (Construction); XXII (Transport and Communication) excluding 701—Railways, 706—Port and Inland Water Transport, 707—Air Transport and 708—Postal Services and Telecommunications; XXIV (Insurance Banking Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872—Educational Services and 874—Medical and Dental Services; and XXVI (Miscellaneous Services).

The estimates in Table 2 are shown to the nearest £M but should not be regarded as accurate to this degree and care should be taken in using the industry figures in both tables because of the margins of error involved in the quarterly seasonal adjustments. Also there may be an apparent discrepancy in Table 2 between the totals and the sum of the constituent parts due to rounding.

Retailers' stocks in February

THE value of stocks at current prices held by retailers at the end of February showed an increase of 16 per cent over the corresponding month two years earlier; at constant prices there was an increase of 1 per cent. These increases are much in line with those recorded for January as compared with two years earlier.

The comparisons have been made with the level of stocks two years earlier, because indices for February 1971 are not available due to the uncertain effects of the postal strike on the flows of information to and from retailers.

LEVEL OF RETAILERS' STOCKS

index numbers (end 1960 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	152	158	157	169	183	159
1970	150	152	162	164	164	164	158	165	163	177	196	169
1971	N.A.	N.A.	174	175	179	181	169	176	178	193	210	186
1972	172	177										
1969	*6*	*8*	*8*	*6*	*6*	*7*	*8*	*8*	*7*	*8*	*9*	*7*
1970	*6*	*4*	*2*	*4*	*2*	*3*	*4*	*4*	*4*	*5*	*8*	*6*
1971	*N.A.*	*N.A.*	*7*	*7*	*9*	*10*	*7*	*7*	*9*	*9*	*7*	*10*
1972	*N.A.*	*N.A.*										
At constant (December 1960) prices:												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	120	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	134	144	125
1970	117	119	126	126	126	125	119	124	122	131	145	124
1971	N.A.	N.A.	124	123	125	126	118	122	123	133	144	127
1972	117	119										
1969	*1*	*2*	*2*	*2*	*2*	*3*	*3*	*3*	*3*	*3*	*3*	*2*
1970	*1*	*–*	*–3*	*–1*	*–3*	*–2*	*–2*	*–2*	*–2*	*–2*	*1*	*–1*
1971	*N.A.*	*N.A.*	*–1*	*–2*	*–*	*1*	*–2*	*–2*	*1*	*1*	*–*	*3*
1972	*N.A.*	*N.A.*										

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Name and address with cable

British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Manufacturers' and distributors' stocks in the fourth quarter of 1971

Manufacturing industry

REVISED estimates indicate that manufacturers' stocks rose by only £4 million at 1963 prices, seasonally adjusted during the fourth quarter of 1971. Materials and fuel stocks and work in progress fell but finished goods stocks rose slightly during the quarter.

Stocks rose in all industry groups in the fourth quarter except the engineering, shipbuilding, vehicles and metal goods group and the residual group of other manufacturing industries. The increases were generally small but the increase in stocks held by the food, drink and tobacco group, £31 million, at 1963 prices seasonally adjusted, was the largest quarterly rise in stocks ever recorded for that group. The small increase in stocks in the textiles, leather and clothing group was the first rise in stocks in that group since the first quarter of 1970.

The moderate fall in stocks in the engineering, shipbuilding, vehicles and metal goods group, £36 million, at 1963 prices, seasonally adjusted, followed destocking in the previous two quarters. The small fall in the other manufacturing industries group also followed a rundown of stocks in the previous two quarters.

The stocks/output ratio for the fourth quarter was slightly higher than the third quarter but the annual stocks/output ratio for 1971 remained below the level for 1969 and 1970.

These revised estimates indicate that manufacturers' stocks fell substantially during 1971 as a whole. The fall in total stocks of £129 million at 1963 prices, is considerably larger than the fall in 1967, the only other year of destocking.

Distributive industries

Wholesalers' stocks are now estimated to have fallen by £4 million, at 1963 prices, seasonally adjusted, in the fourth quarter of 1971, confirming a fall in these stocks over the year, which is the first reduction in the series. The fall in the fourth quarter was partly due to a decline in stocks held by dealers in coal, builders' materials, etc., but over the year the reduction was attributable to a fall in stocks held by dealers in industrial materials and machinery. Retailers' stocks increased by £36 million, at 1963 prices, seasonally adjusted, both in the fourth quarter of 1971 and over the year, since the marked fall in the first quarter had been just offset by increases in the second and third quarters.

TABLE 1. VALUE OF THE PHYSICAL INCREASE OF STOCKS HELD BY MANUFACTURING INDUSTRY AT 1963 PRICES SEASONALLY ADJUSTED

£ million

		Analysis by industry group						Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1971	7,380	998	785	534	3,613	726	725	2,462	2,685	2,233
1960	543	39	46	83	285	30	60	226	146	171
1961	234	11	23	13	151	7	29	43	103	89
1962	29	29	−1	−18	42	−19	−3	−60	43	47
1963	122	46	−14	2	75	2	11	1	100	21
1964	411	1	47	31	239	61	32	147	178	86
1965	263	2	26	26	169	−2	41	56	98	109
1966	143	−11	31	−16	84	26	30	−22	33	133
1967	−37	18	6	−27	11	−32	−12	−39	34	−33
1968	23	—	57	30	−91	2	25	6	—	17
1969	232	3	58	−23	118	47	30	39	22	172
1970	214	14	46	32	150	−23	−5	98	36	80
1971	−129	29	25	−1	−122	−33	−27	−99	−64	35
1965 1st quarter	66	−13	−2	10	52	10	10	1	48	17
2nd quarter	78	2	21	—	49	−4	12	29	7	42
3rd quarter	67	16	4	7	34	−7	14	13	32	22
4th quarter	51	−2	4	10	34	−1	6	12	11	28
1966 1st quarter	62	4	11	−4	33	6	13	4	16	43
2nd quarter	2	—	7	−18	3	6	5	−22	13	11
3rd quarter	69	−15	6	18	40	10	10	23	—	46
4th quarter	10	—	6	−11	9	4	2	−28	4	34
1967 1st quarter	8	−3	4	−3	10	− 6	6	−9	15	3
2nd quarter	−8	3	−16	−7	24	− 6	−5	−21	4	9
3rd quarter	−8	17	24	−9	−27	− 3	−9	−1	3	−10
4th quarter	−30	1	−6	−8	4	−17	−3	−7	12	−34
1968 1st quarter	−111	3	−13	2	−87	−10	−7	−12	−18	−81
2nd quarter	39	−1	32	9	−20	7	11	1	5	33
3rd quarter	51	−12	19	11	27	−2	9	−1	19	33
4th quarter	44	10	19	8	−11	6	12	17	−6	32
1969 1st quarter	114	2	15	1	67	21	10	19	35	60
2nd quarter	41	−3	15	−5	23	3	8	21	−12	32
3rd quarter	4	15	−8	−15	−8	12	8	−20	4	20
4th quarter	74	−10	37	−4	37	11	4	19	−5	61
1970 1st quarter	42	6	15	1	15	1	4	11	−10	41
2nd quarter	55	8	11	4	48	−9	−6	41	28	−13
3rd quarter	44	−9	6	13	42	−5	−3	19	8	17
4th quarter	72	10	13	14	45	−10	1	28	9	35
1971 1st quarter	41	13	7	21	4	−4	1	−14	−8	63
2nd quarter	−114	−1	13	−15	−63	−35	−12	−36	−50	−28
3rd quarter	−59	−13	2	−7	−27	−1	−13	−39	−3	−17
4th quarter	4	31	4	1	−36	7	−3	−10	−4	17

TABLE 2. VALUE OF THE PHYSICAL INCREASE OF STOCKS HELD BY WHOLESALERS AT 1963 PRICES SEASONALLY ADJUSTED

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1971	1,263	766	117	380
1960	55	32	4	19
1961	32	21	—	11
1962	22	4	4	15
1963	25	9	5	11
1964	93	49	13	30
1965	47	22	5	21
1966	25	18	—	7
1967	13	7	—	5
1968	75	48	3	24
1969	26	10	–1	17
1970	42	8	–6	40
1971	–3	–1	6	–8
1965 1st quarter	5	–2	–1	7
2nd quarter	4	2	—	2
3rd quarter	21	13	2	6
4th quarter	18	8	4	6
1966 1st quarter	9	8	2	–1
2nd quarter	1	1	2	–2
3rd quarter	21	18	–3	7
4th quarter	–6	–8	–1	3
1967 1st quarter	10	—	—	10
2nd quarter	4	9	–4	–2
3rd quarter	–10	–10	2	–2
4th quarter	9	9	1	–1
1968 1st quarter	16	19	1	–4
2nd quarter	26	13	5	8
3rd quarter	14	11	–1	4
4th quarter	19	4	–1	16
1969 1st quarter	12	3	–1	9
2nd quarter	2	–7	—	9
3rd quarter	10	7	2	1
4th quarter	2	6	–2	–2
1970 1st quarter	1	–9	—	10
2nd quarter	12	7	–4	8
3rd quarter	7	–2	–3	12
4th quarter	23	12	—	10
1971 1st quarter	2	–14	5	10
2nd quarter	12	10	4	–3
3rd quarter	–12	–1	1	–12
4th quarter	–4	3	–4	–3

NOTES RELATING TO TABLES 1 AND 2

The analysis by industry group follows the Standard Industrial Classification (1968 edition)

Manufacturing Orders III to XIX

Distributive Trade Order XXIII:

Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses)

Retail MLH 820, 821

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 1 and 2 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

Cinema admissions and takings in December and the year 1971

DURING December, counted as a 5 week period, the weekly average of admissions to cinemas in Great Britain was 2.85 million and the weekly average of gross box office takings was £0.93 million. The comparable figures for December 1970 were £2.87 million and £0.93 million respectively.

The annual weekly averages for 1971 were 3.25 million for admissions and £1.19 million for gross box office takings, as compared to 3.84 million and £1.16 million respectively in 1970.

British Film Fund Agency returns

THE British Film Fund Agency has published the following information for the four weeks ended February 26, 1972.

Distributors' earnings submitted	£	£
High cost films	565,082	
Low cost films:		
Eligible (after multiplying by 2½)	51,107	
Not eligible for 2½ times rental	39,058	
		655,247
Films of less than 3,000 ft. (after multiplying by 2½)		31,169
		686,416
Levy collections paid to Agency by HM Customs and Excise to March 13, 1972, including an estimate of collections approximately covering entertainments for four weeks ended February 26, 1972.		316,000

The fourth interim allocation for the fifteenth distribution period will be at the rate of 42 per cent.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, March 31, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Summer is Forever	BR/E 36069/2/4/77	26	March 29	MGM-EMI Distributors Ltd.	Harold Baim Motion Picture Productions Ltd.
Movietone News 2234	BR/E 35890/2/4/77	8	March 31	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Justine and Juliet	F 36066	104	March 28	Antony Balch Films Ltd.	Etablissements Sargon, Vaduz
Virgin Lovers	F 36067	80	March 28	English Film Company Ltd.	Cinepix Inc., Montreal
Sex is My Game	F 36068	90	March 28	English Film Company Ltd.	Cosefa Film Productions Paris
Ski-ing in Europe	F 36070	15	March 29	MGM-EMI Distributors Ltd.	Associated British Pathe Ltd.

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, April 7, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Mary, Queen of Scots	BR/E 36071/9/4/77	129	April 4	Rank Film Distributors Ltd.	Universal Pictures Ltd.
Movietone News 2234 A	BR/E 35891/9/4/77	8	April 4	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
The Insomniac	BR/E 36074/9/4/77	44	April 5	Hemdale Film Distributors Ltd.	Auriga Films Ltd.
Movietone News 2235	BR/E 35892/9/4/77	7	April 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2235A	BR/E 35893/9/4/77	8	April 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Adrift	F 36072	108	April 5	Hemdale Film Distributors Ltd.	MPO Productions Inc.
The Nashville Sound	F 36073	85	April 5	Hemdale Film Distributors Ltd.	The Nashville Sound
Le Petit Matin	F 36075	105	April 5	S.F. Film Distributors Ltd.	C.F.D.C. Paris
Pancho Villa	F 36076	92	April 5	Scotia-Barber Distributors Ltd.	Scotia International (Film Distributors) Ltd.
Cowardly Yours	F 36077	10	April 6	Twentieth Century-Fox Film Co. Ltd.	Fox Movietone Paris
Who Is Harry Kellerman and Why Is He Saying Those Terrible Things About Me?	F 36078	108	April 6	Twentieth Century-Fox Film Co. Ltd.	Gardner Productions and Cinema Center Films Inc.

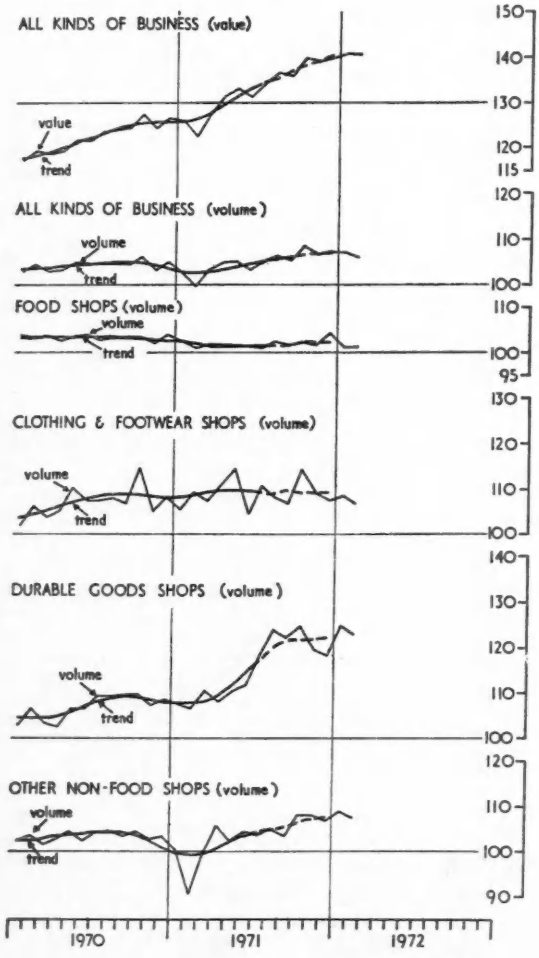
Retail trade in February

THE seasonally adjusted index of the volume of retail trade in February is 106.0 (1966 = 100), somewhat below the figures for November, December and January. Total sales in February were evidently depressed by the power cuts, but it is not possible to quantify this effect.

In the three months December to February the volume of total sales was unchanged from the average in the preceding three months, which includes the high October figure. The power cuts in February make the recent trend of sales difficult to judge, but the comparison suggests that, before the Budget, the rate of growth of sales had slackened since the initial response to the measures of last July.

The volume of sales by food shops was ½ per cent more in December-February than in the preceding three months. Sales by clothing and footwear shops were 2 per cent less, but sales by durable goods shops maintained their earlier high level and sales by other non-food shops increased by 1 per cent.

RETAIL SALES
1966=100



All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value (which are affected by price movements, including changes in purchase tax) and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by February 1972 sales was the four weeks from January 30, 1972 to February 26, 1972, the corresponding period in 1971 was from January 31, 1971 to February 27, 1971.

(†) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(‡) Including department stores and mail order businesses.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) 1966=100

	All kinds of business (†)	Food shops (†)	Non-food shops			
			Total (†)	Clothing and footwear shops	Durable goods shops	Other non-food shops (‡)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101.4	101.2	101.5	100	103	102
1968	103.6	102.1	104.8	104	108	104
1969	103.0	103.1	102.9	104	104	102
1970	104.2	103.3	105.0	107	107	103
1971	104.8	101.9	107.1	109	115	103
1970 1st quarter	103.3	103.7	103.1	104	104	102
2nd quarter	104.2	103.4	104.9	107	105	103
3rd quarter	104.6	103.1	105.9	107	109	104
4th quarter	104.7	103.1	106.0	109	109	104
1971 1st quarter	102.0	101.8	102.1	107	108	97
2nd quarter	104.4	101.4	107.0	109	110	104
3rd quarter	105.5	101.7	108.7	108	121	104
4th quarter	107.4	102.8	110.7	110	121	108
1971 July	105.1	101.0	108.4	111	118	104
August	106.2	102.2	109.6	108	124	105
September*	105.3	101.8	108.1	107	122	104
October	108.4	102.2	113.0	114	125	108
November	106.8	101.8	110.5	109	120	108
December*	107.1	104.1	109.1	107	118	107
1972 January	107.0	101.1	112.2	108	125	109
February	106.0	101.1	110.6	106	123	108
1971 Sept.-Nov.	106.7	101.9	110.3	110	122	106
Dec.-Feb. 1972	106.7	102.3	110.5	107	122	108
Percentage increase	—	0.4	0.2	−2	—	1

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	All kinds of business (†)	Food shops (†)	Non-food shops			
			Total (†)	Clothing and footwear shops	Durable goods shops	Other non-food shops (‡)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103.0	103.0	102.9	102	104	103
1968	109.2	108.0	110.2	107	113	111
1969	114.3	115.3	113.5	112	113	115
1970	122.4	122.2	122.6	121	123	123
1971	133.3	133.0	133.5	132	140	132
1970 1st quarter	118.4	119.4	117.6	115	117	119
2nd quarter	121.0	120.9	121.3	121	120	122
3rd quarter	123.9	123.3	124.6	122	127	125
4th quarter	126.2	125.3	127.0	127	128	127
1971 1st quarter	125.7	126.9	124.5	127	130	122
2nd quarter	132.0	131.3	132.8	132	134	132
3rd quarter	135.7	135.1	136.3	132	149	134
4th quarter	139.7	138.7	140.5	136	148	140
1971 July	134.4	133.3	135.4	134	144	133
August	136.7	135.8	137.6	132	152	136
September*	136.0	135.9	136.1	131	150	134
October	139.9	136.8	142.3	141	152	140
November	139.3	137.7	140.3	136	148	140
December*	139.9	141.0	139.2	134	146	140
1972 January	140.8	138.4	143.0	136	154	143
February	140.4	139.1	141.7	134	151	142
1971 Sept.-Nov.	138.2	136.7	139.3	135	150	138
Dec.-Feb. 1972	140.3	139.6	141.1	135	150	141
Percentage increase	1.5	2.1	1.3	—	—	3

Hire purchase and other instalment credit business in February

NEW instalment credit extended by finance houses and retailers in February amounted to £184 million, in seasonally adjusted terms. This was a little less than in January and other recent months. In the three months December-February total credit advanced was 4 per cent less than in the preceding three months, the reduction being in lending by finance houses from the peak which followed the ending of terms controls. Credit advanced by retailers was little changed between the two three-month periods.

Instalment credit sales by all three main groups of retailers were less in February than the high figures for January. Comparing December-February with September-November, lower sales by durable goods shops and department stores were largely offset by an increase in sales by 'other instalment credit retailers'—mainly mail order houses.

Instalment debt owing to finance houses and retailers increased by £15 million during February, a smaller increase than in other months since the lifting of terms controls. At the end of February total debt outstanding was 19 per cent more than a year earlier.

TABLE 1. HIRE PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1968	1,600	43	769	26	831	17
1969	1,517	−19	701	−21	816	2
1970	1,716	87	822	58	894	29
1971	2,001	244	990	165	1,011	79
1970 1st quarter	403	12	187	6	216	6
2nd quarter	423	26	204	18	219	8
3rd quarter	438	20	211	11	227	9
4th quarter	452	29	220	23	232	6
1971 1st quarter	407	4	211	19	196	−15
2nd quarter	452	33	210	8	242	25
3rd quarter	570	108	289	73	281	35
4th quarter	572	99	280	65	292	34
1971 July	163	10	77	8	86	2
August	206	54	104	34	102	20
September	201	44	108	31	93	13
October	188	39	88	25	100	14
November	198	33	98	17	100	16
December	186	27	94	23	92	4
1972 January	192	35	89	19	103	16
February	184	15	86	11	98	4
1971 Sept.-Nov.	587	116	294	73	293	43
Dec.-Feb. 1972	562	77	269	53	293	24
Percentage increase	−4		−8		—	
Debt outstanding at December 31, 1971 (unadjusted)	—	1628	—	1010	—	618

† Direct business only; ie excluding agreements block discounted with finance houses by retailers.
‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1968	110	108	112	111
1969	109	100	114	114
1970	119	112	123	124
1971	132	139	145	126
1970 1st quarter	114	108	113	118
2nd quarter	118	112	123	122
3rd quarter	122	115	130	126
4th quarter	124	115	128	130
1971 1st quarter	107	121	133	95
2nd quarter	129	119	139	135
3rd quarter	144	160	156	132
4th quarter	148	158	151	141
1971 July	134	140	143	129
August	155	172	164	143
September*	143	166	161	125
October	153	162	160	146
November	152	157	157	149
December*	140	155	140	131
1972 January	155	160	166	151
February	149	155	158	143
1971 Sept.-Nov. Av.	149	162	159	139
Dec.-Feb. 1972 Av.	148	157	154	141
Percentage increase	−1	−3	−4	1

† Durable goods shops, department stores and 'other instalment credit retailers'.
‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.
§ Excluding sales against checks issued by other organisations.
The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by February 1972 sales was the four weeks from January 30, 1972 to February 26, 1972. The corresponding period in 1971 was from January 31, 1971 to February 27, 1971.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Monthly at £1 a year post free:
- Gramophone records for January

Quarterly at 37½p a year post free:
- Cutlery, spoons, forks, tableware and safety razors for third quarter 1971
- Toys, games and childrens' carriages for fourth quarter 1971
- Fur for third quarter 1971
- Leather and fellmongery for third quarter 1971
- Paint for second and third quarter 1971
- Agricultural machinery for third quarter 1971
- Narrow fabrics for third quarter 1971
- Watches and clocks for third quarter 1971
- Sports equipment for third quarter 1971
- Glass for fourth quarter 1971
- Motor control gear for fourth quarter 1971

Civil aviation series

Monthly at £1 a year post free:
- Airport Activity for January
- Air Passengers for January
- Air Freight and Mail for January

Service and distributive series

Monthly at £2 each a year post free:
- Food Shops for February
- Clothing and Footwear Shops for February
- Durable Goods Shops for February
- Miscellaneous Non-food Shops for February

A complete list of titles of Business Monitors was last published in *Trade and Industry* on December 16 on page 562.

Activity in the textiles industry

THE previous article[1] in this series described longer term trends; it is now the intention to put the year 1971 into perspective with data available up to the end of the year.

Demand

Home demand as measured by consumers' expenditure on clothing and household textiles rose during the fourth quarter but was little above the 1970 level for the year as a whole. The level of demand in the early part of the year took some time to settle down after the postal strike.

The slight fall in total manufacturing activity in 1971 probably had a depressing effect on the demand for textiles for uses other than clothing manufacture. Such uses amount to about one-seventh of the industry's total sales.

Demand on the United Kingdom textile industry was however depressed by a general increase in the contribution to home demand of imported supplies of textile yarns, fabrics and clothing. This was not matched by increased exports. The sectors that were particularly affected by increased imports are referred to below in the section on Imports and Exports.

Production

The small rise in output (less than ½ per cent) was largely supported by increases in production of man-made fibres and carpets.

While the output of carpets rose by over 7 per cent, more than twice the increase in 1970, the growth in output of man-made fibres fell back to less than 5 per cent from 11 per cent in 1970. The growth of man-made fibres in 1971 was confined to the production of synthetic filament yarns (see Table 3) but their output slowed down in the second half of the year when there was a further rise in imported yarns, following a fall in prices brought about by world over-capacity. The value of these imports at £47 million, was 47 per cent more than in 1970.

The other growth sector, hosiery and other knitted goods (including warp knitting) had a relatively poor year; output rose by less than ½ per cent compared with an annual growth rate of nearly 6 per cent over the period 1963 to 1970, with particularly large increases in 1968 and 1969.

[1] *Trade and Industry* for 11 November 1971.

Activity was again depressed in the woollen and worsted industry where output fell by 6¼ per cent, though this was at a slightly slower rate than the decline in 1970.

In the 'cotton and allied industry' there was a fall in output in the traditional spinning and weaving sectors but this was offset by further growth in the output of textured yarns, which are included in this industry. Output of the finishing sector was maintained mainly as a result of more machine printing of fabrics.

Prices

Manufacturers' prices in the textile sector as a whole rose by only 4 per cent between the fourth quarter 1970 and the fourth quarter 1971, compared with 7 per cent for all manufacturing industry. Cotton yarn and cloth prices rose by 9 and 5 per cent respectively following increased prices for raw cotton, but the much smaller price increase in knitted outerwear reflects keen competition, including that from imports.

Employment

Employment in all sectors continued to decline in 1971 but, contrary to the movement in 1970, there was also a fall in the number employed in man-made fibre production. At the end of the year total employment in textiles (595,000) was 8 per cent lower than at the end of 1970. This compares with a fall in total employment in manufacturing of 5 per cent over the same period. In contrast with the general picture, there was a slight increase in the numbers employed in the clothing industry in 1971.

Imports and exports

There was a very marked increase in imports in 1971, the value of textile yarns, fabrics, made-up goods and clothing rising more than in the previous three years together. With no corresponding increase in exports the crude trade balance deteriorated for the first time since 1968.

Of textile yarns and fabrics there were particularly large increases in imports of synthetic continuous filament yarn, and cotton and man-made fibre fabrics. Imports of continuous filament yarn rose by nearly half from £32 million to £47 million, stimulated by the fall in prices reflecting world over-capacity. There were large increases in the imports from the Federal Republic of Germany and from Switzerland, each accounting for about 22 per cent of the total and there was a sharp increase in imports from Japan, from just over £½ million to £4½ million resulting from the liberalisation of trade with the United Kingdom as well as from the fall in prices.

Cotton cloth imports after falling in 1969 and 1970, rose again

TABLE 1. COMPARISON OF TEXTILE OUTPUT WITH SOME FACTORS AFFECTING DEMAND

Index numbers 1963 = 100

	1964	1965	1966	1967	1968	1969	1970	1971	1970 (seasonally adjusted) 3rd qtr	1970 (seasonally adjusted) 4th qtr	1971 (seasonally adjusted) 3rd qtr	1971 (seasonally adjusted) 4th qtr	Growth rates per cent p.a. 1963/70	Growth rates per cent p.a. 1970/71
Gross domestic product at factor cost (expenditure based)	105.5	108.3	110.6	112.6	116.1	118.2	120.1	121.5	120.4	121.8	122.8	123.8	2.7	1.2
Consumers' expenditure:														
All items	103.5	105.5	107.7	109.9	112.4	112.8	116.1	119.0	117.3	117.5	120.3	121.4	2.2	2.5
Clothing	103.8	108.4	108.7	108.9	114.2	114.1	117.7	118.5	117.5	119.3	117.5	120.8	2.4	0.7
Household textiles and soft furnishings	105.0	106.1	107.2	111.7	121.1	117.2	111.1	115.0	111.1	115.6	113.3	126.7	1.5	3.5
Output of textiles	105.7	108.2	107.6	105.0	119.2	123.5	124.9	125.4	126.8	125.9	126.4	125.4	3.2	0.4
Output of made-up clothing	103.9	109.2	109.1	105.6	107.0	107.5	111.0	116.6	110.1	113.2	115.6	117.6	1.5	5.0

TABLE 2. OUTPUT

Index numbers 1963 = 100

	1968 MLH	Weights	1964	1965	1966	1967	1968	1969	1970	1971	1970 (seasonally adjusted) 3rd qtr	1970 (seasonally adjusted) 4th qtr	1971 (seasonally adjusted) 3rd qtr	1971 (seasonally adjusted) 4th qtr	Growth rates per cent p.a. 1963/70	Growth rates per cent p.a. 1970/71
Man-made fibres	411	13.6	116.8	128.8	141.7	153.8	200.7	213.2	237.9	251.9	254.4	242.7	262.8	251.5	13.1	5.9
Cotton	412, 413	20.1	104.9	105.0	100.4	90.0	98.8	100.3	101.0	101.0	100.7	101.8	99.7	100.0	0.1	0
Woollen and worsted	414	23.1	97.4	96.4	92.7	87.9	93.3	92.3	84.4	78.9	84.3	82.0	78.6	78.2	−2.4	−6.5
Hosiery and other knitted goods	417	14.8	108.7	113.7	114.0	113.9	132.0	146.7	149.0	149.5	146.5	150.8	150.1	150.1	5.9	0.3
Carpets	419	6.1	110.7	112.6	110.4	113.9	126.3	126.0	129.9	139.9	136.3	133.8	146.9	148.1	3.8	7.7
All textiles (Order XIII) (a)	411-429	100.0	105.7	108.3	107.6	105.0	119.2	123.5	124.9	125.4	126.8	125.9	126.4	125.4	3.2	0.4

(a) In addition to sectors listed above also includes jute, rope, twine and net, lace, narrow fabrics, made-up textiles, textile finishing and other textile industries. Their combined weight in the total index is 22.3 per cent.

TABLE 3. PRODUCTION OF MAN-MADE FIBRES

	1963	1970	1971	Percentage change per annum 1963/70	1970/71
	mn. lb.	mn. lb.	mn. lb.		
Staple fibre					
Synthetic	91	375	366	+22	− 2
Viscose and acetate	298	378	376	+ 3	− 1
Total	389	753	742	+10	− 2
Continuous filament yarn					
Synthetic	142	367	421	+15	+15
Viscose and acetate	188	200	188	+ 1	− 6
Total	330	567	609	+ 8	+ 7
All man-made fibres					
Synthetic	233	742	787	+18	+ 6
Viscose and acetate	486	578	564	+ 2	− 2
Total	719	1,320	1,351	+ 9	+ 2

TABLE 4. CONSUMPTION OF FIBRES

	1963	1970	1971	Percentage change per annum 1963/70	1970/71
	mn. lb.	mn. lb.	mn. lb.		
In 'cotton' spinning					
raw cotton	483	364	310	− 4	−15
man-made staple fibre					
rayon	102	74	73	− 4	− 1
other	7	71	80	+39	+13
In top making, wool spinning and felting					
wool and animal hair	493	367	341	− 4	− 7
man-made staple fibre	108	184	169	+ 8	− 8

TABLE 5. PRICES

Index numbers 1963 = 100

	1964	1965	1966	1967	1968	1969	1970	1971	1970 1st qtr	1970 2nd qtr	1970 3rd qtr	1970 4th qtr	1971 1st qtr	1971 2nd qtr	1971 3rd qtr	1971 4th qtr
Price index numbers of output (home sales)																
All manufactured products	102.9	106.8	109.6	110.9	115.3	119.8	127.7	137.8	124.2	126.6	128.7	131.4	134.4	137.2	139.3	140.2
Textile industries	102.5	103.7	105.2	104.1	107.8	111.5	115.8	121.3	113.1	115.3	117.1	117.8	119.1	120.8	122.4	123.0
Man-made fibre fabrics	101.4	104.3	105.3	103.0	106.2	108.5	113.5	119.3	110.3	112.9	115.1	115.7	116.7	118.7	120.6	121.1
Cotton cloth	104.6	109.9	111.6	111.0	123.8	133.1	144.0	152.6	138.0	143.5	146.7	147.8	148.6	150.8	155.0	155.9
Worsted cloth	103.7	102.0	104.4	104.0	108.9	113.1	117.6	121.2	114.5	118.6	118.7	118.7	119.4	122.1	122.4	120.8
Socks, stockings and tights (including pantihose)	99.0	97.5	96.5	95.5	95.1	95.3	94.9	98.6	94.8	94.7	94.9	95.2	96.0	95.9	101.0	101.4
Knitted underwear and nightwear	102.5	105.6	107.4	108.6	110.2	114.6	117.3	121.1	116.0	116.3	117.7	119.3	121.1	120.8	120.8	121.6
Knitted outerwear	102.5	104.3	106.7	107.4	106.4	107.6	109.7	111.5	108.7	108.9	110.4	110.7	111.2	111.3	111.6	111.7
Carpets	104.8	105.6	108.4	109.3	110.1	114.4	119.3	125.3	116.0	119.4	120.9	121.1	122.9	125.5	126.2	126.7
Made-up clothing	101.6	103.6	106.2	106.9	108.5	111.3	115.3	122.4	112.9	113.9	115.1	119.1	120.6	121.1	123.2	124.7
Price index numbers of materials and fuel purchased:																
Textile industries	102.0	97.8	99.8	95.9	102.6	103.6	104.0	108.8	103.6	104.2	104.3	103.8	105.6	108.6	110.2	110.7

TABLE 6. EMPLOYMENT IN TEXTILES (a)

Thousands

	1968 MLH	1958 SIC 1963	1964 (b)	1965	1966 (b)	1967	1968	1969	1968 SIC 1969	1970	1971	Dec 1970	Dec 1971
Great Britain													
Textiles:	411-429	776.4	780.7	767.4	757.3	702.0	689.8	704.2	696.2	667.6	612.3	648.1	595.0
Production of man-made fibres	411	42.3	44.9	46.3	45.4	42.5	40.5	44.2	44.6	47.0	44.1	45.5	42.7
Spinning and doubling on the cotton and flax systems	412	100.5	103.7	101.6	96.3	84.1	83.5	84.0	84.1	83.5	76.7	82.9	71.8
Weaving of cotton, linen and man-made fibres	413	97.6	95.5	93.6	90.3	78.7	73.3	72.9	65.9	62.4	56.3	59.5	53.6
Woollen and worsted	414	187.9	186.0	176.6	173.1	159.7	152.4	152.9	154.6	142.2	120.1	131.6	113.8
Hosiery and other knitted goods	417	122.8	125.8	129.3	131.8	127.8	126.7	133.7	133.8	130.7	129.1	132.1	129.4
Carpets	419	38.7	40.0	40.7	41.3	40.5	42.2	45.3	45.8	43.8	41.3	43.2	42.6
Textile finishing	423	72.4	69.9	66.5	66.5	61.9	62.9	63.8	61.0	57.6	53.2	55.9	53.7
Northern Ireland													
Textiles	411-429	52.4	53.6	52.5	53.5	50.0	47.5	47.9	47.9	48.4	44.2	46.6	43.9

(a) Employees in employment at June each year.
(b) Figures for 1964 and 1966 are not strictly comparable with figures for earlier years due to changes in the method of calculation and classification, but the differences are not large.

TABLE 7. CRUDE TRADE BALANCE (a)

£ million at current prices

	1963	1964	1965	1966	1967	1968	1969	1970	1971	1970 Jan-June	1970 July-Dec	1971 Jan-June	1971 July-Dec
Textile fibres (Div 26)													
Exports	108.4	106.0	92.4	90.8	80.1	93.2	101.8	96.4	87.3	52.3	44.1	43.7	43.6
Imports	267.6	276.7	232.8	220.2	196.3	219.4	210.4	183.9	150.0	108.0	75.9	81.7	68.3
Balance	−159.2	−170.7	−140.4	−129.4	−116.2	−126.2	−108.6	− 87.5	− 62.7	−55.7	−31.8	−38.0	−24.7
Textile yarns, fabrics, etc. (Div. 65)													
Exports	259.7	283.2	282.8	270.7	258.5	309.3	360.6	396.8	425.8	197.1	199.7	205.4	220.4
Imports	144.7	177.0	151.5	158.5	182.0	231.2	238.7	256.4	324.9	122.9	133.5	157.0	167.9
Balance	+115.0	+106.2	+131.3	+111.9	+ 76.5	+ 78.1	+121.9	+140.4	+100.9	+74.2	+66.2	+48.4	+52.5
Clothing (Div. 84)													
Exports	40.0	44.3	50.1	53.4	64.3	84.5	108.5	123.1	129.5	52.8	70.3	53.9	75.6
Imports	64.7	73.3	57.3	68.7	83.4	110.1	124.5	129.4	178.2	62.1	67.3	83.7	94.5
Balance	− 24.7	− 29.0	− 7.2	− 15.3	− 19.1	− 25.6	− 16.0	− 6.3	− 48.7	−9.3	+3.0	−29.8	−18.9

(a) Imports cif, exports fob.

(continued on next page)

ACTIVITY IN THE TEXTILES INDUSTRY
continued

last year to reach a record level of over £70 million, an increase of £17 million over the previous year. An upsurge in imports from Hong Kong (£11.4 million to £16.4 million) was the major contribution to the increase, but there were also higher imports from Pakistan, EEC, EFTA and India. The imports from EEC and EFTA consisted mainly of high value finished cloth while those from Hong Kong, India, and Pakistan were largely of grey cloth. In terms of square yards, total imports rose by 25 per cent from 480 million square yards to 602 million square yards with 140 million square yards coming from Hong Kong, 120 million square yards from Pakistan and 112 million square yards from India.

Imports of fabrics of man-made fibres continued their upward trend: they rose strongly in 1971, by 30 per cent from £42.2 million to £57.2 million. While imports from Hong Kong rose substantially, a large proportion of the increase was accounted for by fabrics of synthetic spun yarns from EFTA countries. The principal contributors were Austria, Portugal and Switzerland.

As with the yarns and fabrics, there were also marked increases in imports of clothing. After the modest rise of 4 per cent in 1970, they increased by 38 per cent to £178 million. Imports of hosiery and other knitted garments rose by 34 per cent and made-up clothing by 41 per cent. There were particularly marked increases in imports of shirts, up 80 per cent and of trousers, up 46 per cent. Imports from Hong Kong, which rose by 51 per cent, accounted for 42 per cent of all imported clothing. Other important contributors to the increase were Portugal and the Irish Republic, which registered increases of 54 per cent and 28 per cent respectively.

These large increases in imports of textile yarns and fabrics were not matched by a comparable rise in exports. More difficult trading conditions throughout the world, further restrictions on imports by the USA and the fading benefits of devaluation probably contributed to the slower rate of growth. Exports of yarns, fabrics and other textiles (excluding clothing) rose by 7 per cent from £397 million to £426 million, following increases of 10 per cent in 1970 and 17 per cent in 1969.

Exports of knitted fabrics rose by 40 per cent to £54 million, nearly half of which went to North America. The other major contributor to an increase in exports was continuous filament yarn, up by 17 per cent to £80 million; both these increases, however, were lower than those recorded in the two previous years. Carpets also increased their exports level by 10 per cent and there was a modest rise for cotton cloth.

Exports of made-up clothing rose by only 2 per cent, the previous year having also shown only a small rise. Exports of hosiery and knitted garments increased by nearly 9 per cent, a marked reduction from the rate of growth over the previous four years, in which they had doubled in value.

TABLE 8. IMPORTS

£ million at current prices (cif)

	Textile fibres (Div. 26)		Textile yarns, fabrics and made-up articles (Div. 65)									Clothing (Div. 84)		
	Man-made fibres tow and waste (266)	Total textile fibres	Man-made fibre yarns and thread (651.6 and .7)	Cotton yarns and thread (651.3 and .4)	Woollen and worsted yarns (651.2)	Man-made fibre woven fabrics (653.5 and .6)	Cotton woven fabrics (652)	Woollen and worsted woven fabrics (653.2)	Knitted fabrics (653.7)	Carpets (657.5 and .6)	Total yarns, fabrics, etc.	Hosiery and knitted garments (part * 841.4)	Made-up clothing (841.1 and .2)	Total clothing
1963	9.4	267.6	7.8	6.8	3.2	15.6	54.2	8.8	3.6	13.9	144.7	27.5	32.2	64.7
1964	12.9	276.7	16.1	6.3	3.3	21.9	64.2	9.8	3.8	14.8	177.0	28.7	38.4	73.3
1965	14.5	232.8	15.0	6.4	2.0	19.1	49.8	7.4	2.7	13.9	151.5	21.3	31.5	57.3
1966	12.6	220.2	15.4	6.9	2.3	19.7	48.5	9.7	3.2	14.0	158.8	24.8	38.3	68.7
1967	12.1	196.3	14.8	8.3	1.8	26.8	55.7	9.8	4.7	14.6	182.0	33.5	44.3	83.4
1968	17.4	219.4	29.0	8.8	2.0	33.0	67.3	8.8	7.0	18.8	231.2	44.9	58.4	110.1
1969	15.3	210.4	42.8	9.1	2.6	36.4	58.0	7.6	9.6	18.1	238.7	49.0	68.8	124.5
1970	13.3	183.9	44.0	9.8	3.9	42.2	53.5	7.6	13.0	20.1	256.4	51.4	70.7	129.4
1971	16.9	150.0	61.5	10.2	4.1	57.2	70.4	7.9	16.6	22.0	324.9	68.8	99.6	178.2
1970														
Jan.-June	6.3	108.0	19.6	4.4	2.0	19.9	26.5	3.8	6.2	10.0	122.9	22.7	36.1	62.1
July-December	7.0	75.9	24.4	5.4	1.9	22.3	27.0	3.8	6.8	10.1	133.5	28.7	34.6	67.3
1971														
Jan.-June	8.4	81.7	28.8	5.0	2.1	27.6	34.1	4.1	8.2	10.4	157.0	32.1	47.3	83.7
July-December	8.5	68.3	32.7	5.2	2.0	29.6	36.3	3.8	8.4	11.6	167.9	36.7	52.3	94.5

Source: Overseas Trade Statistics.

TABLE 9. EXPORTS

£ million at current prices (fob)

	Textile fibres (Div. 26)		Textile yarns, fabrics and made-up articles (Div. 65)										Clothing (Div. 84)		
	Man-made fibres tow and waste (266)	Total textile fibres	Continuous filament yarns (part 651.6 and 651.7)	Spun man-made fibre yarns (part 651.6 and 651.7	Cotton yarn and thread (651.3 and .4)	Woollen and worsted yarns (651.2)	Man-made fibre woven fabrics (653.5 and .6)	Cotton woven fabrics (652)	Woollen and worsted woven fabrics (653.2)	Knitted fabrics (653.7)	Carpets (657.5 and .6)	Total yarns, fabrics etc.	Hosiery and knitted garments (part * 841.4)	Made-up clothing (841.1 and .2)	Total clothing
1963	16.0	108.4	30.3	1.7	12.7	21.3	16.3	31.8	64.2	4.3	13.2	259.7	13.5	19.1	40.0
1964	19.4	106.0	37.0	2.5	13.0	22.1	19.6	32.3	67.5	4.6	16.4	283.2	14.5	21.4	44.3
1965	20.7	92.4	34.9	2.4	10.4	20.5	21.2	32.0	68.2	4.9	18.3	282.8	15.6	25.7	50.1
1966	21.4	90.8	35.5	2.8	10.5	20.0	17.1	27.6	64.2	5.9	19.6	270.7	16.5	28.2	53.4
1967	25.2	80.1	36.9	2.8	10.2	18.0	18.2	23.9	60.1	7.2	19.8	258.5	20.5	34.8	64.3
1968	33.6	93.2	46.1	4.3	10.7	20.4	20.6	28.2	66.5	11.4	29.5	309.3	26.2	45.7	84.5
1969	42.3	101.8	53.7	7.0	11.4	23.3	27.5	28.4	71.3	21.2	37.3	360.6	34.1	58.5	108.5
1970	47.0	96.4	68.6	8.6	11.0	23.4	32.3	26.7	70.1	38.9	39.4	396.8	45.0	60.5	123.1
1971	45.5	87.3	80.4	9.6	10.1	23.3	31.6	28.6	62.8	54.4	43.5	425.8	49.0	61.8	129.5
1970															
Jan.-June	24.3	52.3	35.4	4.2	5.9	12.4	15.0	13.4	34.9	18.2	18.7	197.1	17.8	27.8	52.8
July-Dec.	22.7	44.1	33.2	4.4	5.1	11.0	17.3	13.3	35.2	20.7	20.7	199.7	27.2	32.7	70.3
1971															
Jan.-June	22.5	43.7	38.6	5.3	4.9	11.7	15.5	13.2	30.7	27.2	19.4	205.4	19.4	26.4	53.9
July-Dec.	23.0	43.6	41.8	4.3	5.2	11.6	16.1	15.4	32.1	27.2	24.1	220.4	29.6	35.4	75.6

Source: Overseas Trade Statistics. *less 841.45

Textile industry: orders and deliveries

In the three months ended January 1972, net new orders received by the textile industry were provisionally estimated to have been 6 per cent more than in the three months ended October 1971; deliveries remained at the same level. Orders-on-hand at the end of January were 6 per cent higher than at the end of October. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
1971 p	126		113		113	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	148	144	121	113	116	113
2nd quarter	143	143	109	114	115	116
3rd quarter	133	137	93	106	103	112
4th quarter	134	134	119	109	118	112
1970 1st quarter	137	132	118	113	114	114
2nd quarter	130	129	109	110	117	114
3rd quarter	127	131	102	116	105	114
4th quarter	125	125	119	110	121	115
1971 1st quarter	123	118	113	106	114	113
2nd quarter	126	124	115	116	112	110
3rd quarter p	117	120	95	110	105	115
4th quarter p	126	126	130	121	121	114
1970 April	135	132	112	112	120	113
May	132	130	105	109	113	116
June	130	129	110	109	117	112
July	128	130	89	115	95	111
August	126	130	96	119	104	120
September	127	131	121	115	116	111
October	126	130	124	114	128	117
November	127	127	134	109	131	117
December	125	125	98	107	104	111
1971 April	125	122	112	114	106	102
May	126	123	120	122	119	118
June	126	124	113	113	111	109
July p	119	119	76	101	99	116
August p	118	120	95	119	99	116
September p	117	120	115	110	117	113
October p	118	119	129	117	126	118
November p	120	118	134	110	128	116
December p	126	126	127	135	109	109
1972 January p	129	126	121	121	111	121

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587).

Made-up clothing: orders and deliveries

In the three months ended January 1972, net new orders received by the made-up clothing industry were provisionally estimated to have been 4 per cent more than in the three months ended October 1971. Since deliveries which rose by 2 per cent, were less than net new orders, the order books at the end of January were 3 per cent higher than at the end of October.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
1971	184		120		116	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	132	143	101	102	109	106
2nd quarter	143	134	110	105	104	109
3rd quarter	133	145	102	114	108	108
4th quarter	143	143	114	106	108	107
1970 1st quarter	140	149	109	114	110	110
2nd quarter	151	142	115	106	109	110
3rd quarter	142	151	105	115	110	110
4th quarter	155	155	121	115	114	112
1971 1st quarter	153	169	118	121	119	115
2nd quarter	184	178	130	123	113	118
3rd quarter	161	171	102	112	115	115
4th quarter	184	184	131	124	118	117
1970 April	139	147	111	103	112	107
May	149	144	121	107	105	113
June	151	142	114	108	110	111
July	146	143	97	110	105	108
August	138	139	88	107	101	113
September	142	151	130	128	123	108
October	149	154	138	119	126	114
November	158	152	133	108	118	110
December	155	155	92	118	97	112
1971 April	152	167	114	118	115	121
May	182	179	165	146	116	125
June	184	178	111	106	107	108
July	174	173	94	106	111	115
August	160	161	81	99	104	117
September	161	171	132	130	130	114
October	167	173	143	124	133	120
November	185	178	153	124	124	116
December	184	184	96	124	99	115
1972 January p	180	179	105	119	112	127

IF YOUR BUSINESS IS CONNECTED WITH

FURNITURE & UPHOLSTERY. FOOTWEAR. FRESH FRUIT & VEGETABLES. MOULDS FOR PLASTICS. LOCKS, DOOR & WINDOW FITTINGS, SANITARYWARE & TILES

WE HAVE GOOD NEWS FOR YOU

A Portuguese Exporters trade mission will be in Britain from April 24th to 29th, when we could arrange for them to meet you.

Please let us know at the Portuguese National Trade Office.
Telephone: 01-930 2455

THE JAPAN ARCHITECT
is the international edition in English, with Spanish summary of
SHINKENCHIKU
11 issues yearly (25th of month). Combined issue Jan./Feb. Circulation, 15,207. Readership: Architects, Engineers, Building Contractors, Interior Designers, Libraries, Students.
Advertisement Rates
Page: U.S. $300; ½ page, U.S. $180; ¼ page U.S. $90. Type area: 260 × 190 mm.
Subscription rate: U.S. $15 p.a.
Full information from the U.K. Representatives.

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK £1.50 plus Post 15p.

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)
PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO

Statistics of catering

THIS article presents some provisional results of the large scale inquiry into the Catering Trades in Great Britain for 1969. Table 1 gives estimates of the turnover of catering establishments in Great Britain in 1969. Table 2 shows estimates of the number of bedrooms in licensed hotels and motels, licensed guest houses and in holiday camps; it is the first time that this information has been obtained in an official statistical inquiry. A full report on the inquiry will be published in the Business Monitor series. This will give information about capital expenditure and stocks as well as a finer breakdown by size group and region for turnover.

Technical note

The types of business included in the catering inquiry were those classified to Minimum List Headings 884 to 888 of the Standard Industrial Classification 1968 (Revised) with certain exclusions. Institutional catering (schools, hospitals, hostels and service canteens) was not covered. Unlicensed hotels, guest houses, boarding houses and other smaller establishments offering residential accommodation were excluded because of difficulties of defining and identifying them. Catering in retail establishments is covered in the Census of Distribution for 1971.

In the main the inquiry was confined to organisations whose major activity was in the field of catering, ie providing meals and refreshments, drinks and accommodation; but in addition catering units of some non-catering organisations such as industrial and other canteens were included.

Establishments of multiple organisations are classified to their own kind of business and not according to the main kind of business of the organisation as a whole.

Register and sampling scheme

The register for the inquiry was largely created by asking local authorities to provide lists of catering establishments within their areas. All local authorities were asked to list licensed hotels and motels, licensed guest houses and holiday camps with liquor licences. Lists of other kinds of catering establishments were provided by:

1. London Boroughs, holiday areas as defined by the former British Travel Association and all Scottish areas, and all other local authorities with a population of 250,000 or more.
2. One in two of the remaining local authority areas.

The completed lists were finally available in August 1970. The completion of the register was followed by a field enumeration check of a sample of the local authority areas and the establishments enumerated were checked against the local authority lists.

Questionnaires were sent to all known multiple organisations, a register of which is maintained by the Business Statistics Office. In addition all licensed hotels and motels, licensed guest houses and holiday camps received the questionnaire. Other businesses were randomly selected according to the following procedure: from group 1 above, a 1 in 4 selection was made and from group 2, a 1 in 2 selection.

About 46,000 forms were despatched at the end of September 1970.

Differences from the 1964 catering inquiry

The inquiry for 1969 differed in important respects from the previous large scale inquiry into the Catering Trades taken in respect of 1964 (see *Board of Trade Journal*, May 13, 1966). In particular in the 1964 inquiry an establishment belonging to a multiple organisation was classified not according to its own activity (as in the 1969 inquiry) but according to the main business of the organisation to which it belonged. If the classification principle for the 1969 inquiry had been the same as in the 1964 inquiry Table 1 would have shown about 600 multiple hotels, 1,800 multiple restaurants and 14,000 managed public houses.

The scope of the two inquiries also differed. In 1964 all restaurants etc. were included but in 1969 the inquiry excluded restaurants operated by businesses whose main activity was out of scope of the inquiry, for example snack bars and restaurants in cinemas, theatres, dance halls and the like.

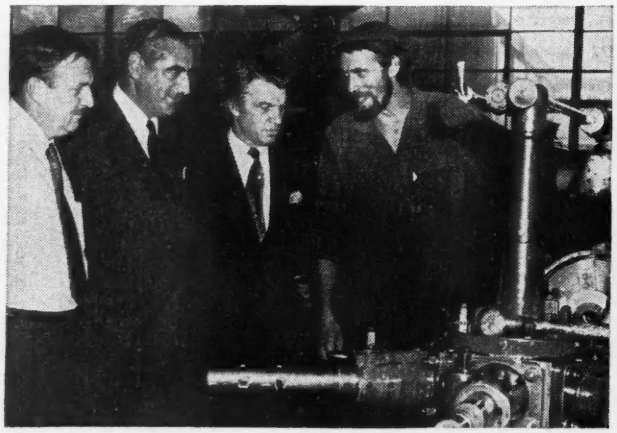
TABLE 1. ESTIMATES FOR GREAT BRITAIN

Kind of business	Number of establishments	Total turnover
		£' million
Licensed hotels and motels, guest houses, and holiday camps	8,001	444.5
Multiples (a)	1,194	157.5
Other	6,659	257.0
Holiday Camps	148	30.0
Restaurants, Cafes and Snack Bars	29,755	499.8
Multiples (a) (b)	1,777	97.6
Other	27,978	402.2
Fish and Chip Shops	14,282	124.0
Public Houses	58,340	1253.8
Managed	13,340 (d)	490.4
Tenanted	40,824	669.1
Free Houses	4,176	94.3
Licensed Clubs	2,488	64.2
Outside Catering contractors	191 (e)	13.1
Canteens run by Catering Contractors	3,943	54.8
Canteens	14,534	85.5
Operated by non-manufacturing companies	3,427	27.5
Operated by manufacturing companies (c)	11,107	58.0
Registered Clubs	23,367	371.8

TABLE 2

Kind of Business	Letting bedrooms (f)	
	Single	Other
	Thousands	Thousands
Licensed hotels and motels, guest houses, and holiday camps	75.3	188.0
Multiples (a)	22.3	33.2
Other	49.2	108.8
Holiday Camps	3.8	46.0

(a) Establishments belonging to organisations with 10 or more establishments.
(b) Include buffets and restaurant cars operated by British Transport Commission.
(c) Canteens operated by manufacturing companies having 25 or more employees
(d) Data supplied by Brewery and other organisations.
(e) Number of organisations, not establishments.
(f) Letting bedrooms are private bedrooms which are not normally occupied by the same person for more than 21 consecutive nights.



Mr. Gordon Booth, British Deputy High Commissioner in Sydney, paid a visit recently to Fenner Dodge (Aust.) Pty. Ltd., power transmission engineers who are a subsidiary of Fenner International of the UK. He is seen here (second from right) with Mr. J. W. Coulson (second from left) director and general manager, during a tour of the firm's plant.

Turnover of the catering trades in February

TABLE 1. TURNOVER OF ALL CATERERS SEASONALLY ADJUSTED

Index numbers of turnover per week (†) 1964 = 100

	Value at current prices (Turnover in 1964 — £1,985 million)
1964	100
1965	106
1966	111
1967	113
1968	117
1969	126
1970	136
1971	149
1969 1st quarter	123
2nd quarter	125
3rd quarter	127
4th quarter	129
1970 1st quarter	133
2nd quarter	136
3rd quarter	137
4th quarter	140
1971 1st quarter	145
2nd quarter	148
3rd quarter	150
4th quarter	153
1971 July	152
August	147
September*	152
October	151
November	152
December*	155
1972 January	158
February	156
1971 September-November	152
1971 December-1972 February	156
Percentage increase	3

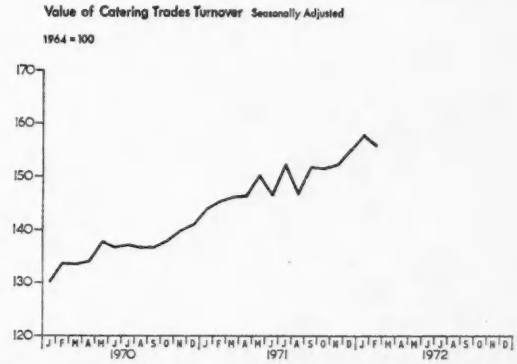
† The monthly periods consist of four weeks except those marked * which are of five weeks. The February 1972 period was the four weeks from January 30, 1972 to February 26, 1972. The February 1971 period was the four weeks from January 31, 1971 to February 27, 1971.

THE total turnover of the catering trades in the three months December-February was 3 per cent more than in the preceding three months, after allowing for normal seasonal movements. This maintains the upward trend shown in recent months. Turnover in February itself was probably affected by the power situation.

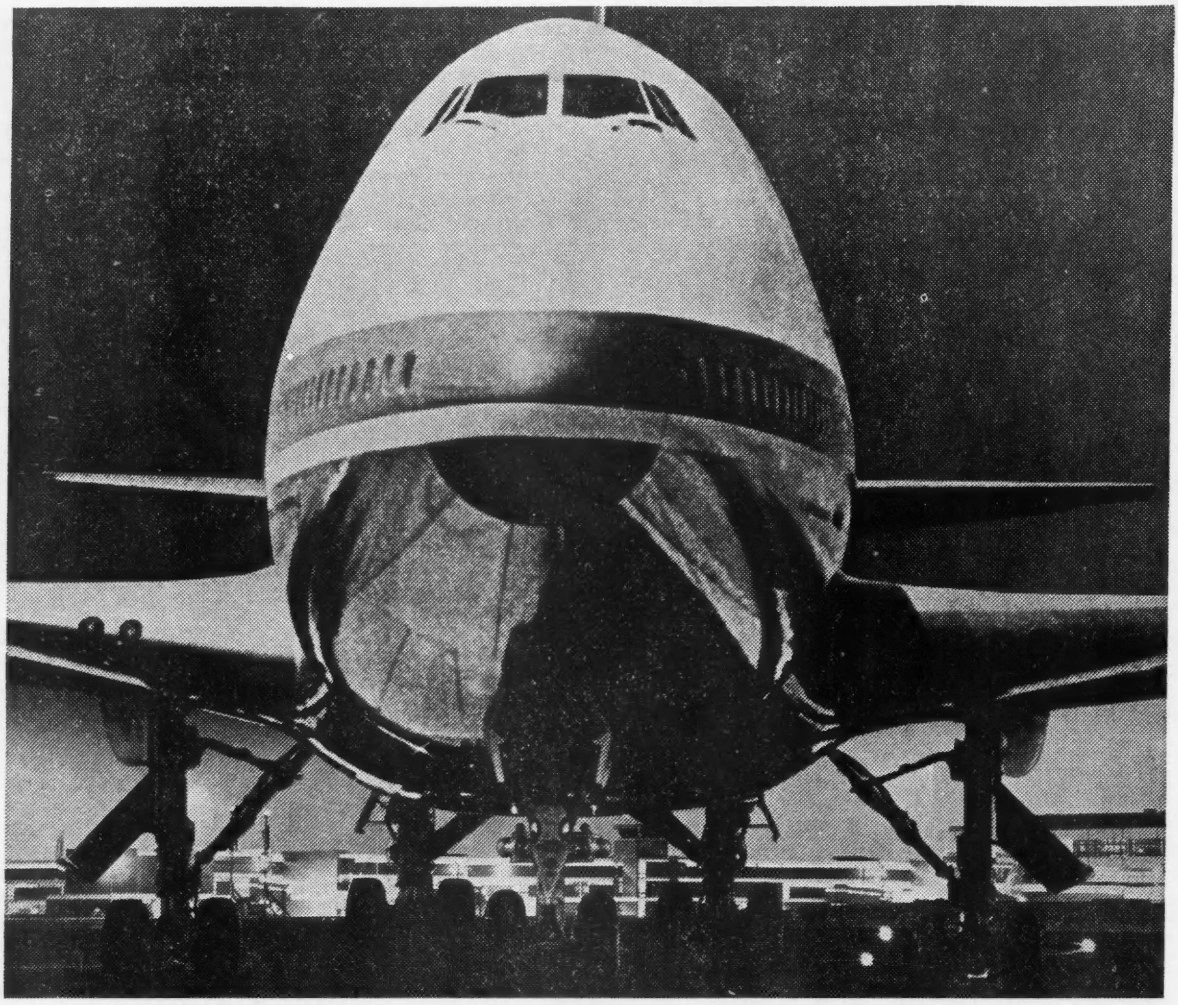
Recent percentage increases in turnover compared with a year earlier (not seasonally adjusted) for the main kinds of business are as follows:

	All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1971 4th quarter	10	13	10	10	−3
1972 January	10	12	9	11	—
February	7	11	5	8	−4

The provisional results of the large scale Annual Inquiry into the Catering Trades for 1969 are published in this issue of *Trade and Industry*. It has not yet been possible to make a detailed comparison of the results of the 1969 inquiry and those of the monthly inquiry. This will be done later in the course of re-basing the monthly inquiry on the results of the 1969 inquiry.



A representative group of last year's award winners under the Department of Trade and Industry's staff suggestions scheme attended a reception recently at the office of the Department's Permanent Secretary, Sir Antony Part. Left. Mr. E. W. Charles, from the National Physical Laboratory, shows Sir Antony a machine he devised for winding minute coils of platinum wire for use in special thermometers. Right: Successful 'suggestors are seen with DTI senior staff and some members of the suggestions committee. One of the suggestions will save the Department nearly £5,000 a year.



Price fighter

Our new Heavyweight Champs—our Qantas 747B's—now fly from London to Melbourne and Sydney every Friday and Sunday evening. Speeding huge quantities of export cargo to thriving markets in Australia, South-East Asia and the Pacific. It's the vital link in an air cargo service that can now offer you increased capacity to your export markets.

Whether you want to air freight a single item, or take advantage of our containerised or palletised capacity (at special rates), call your agent or Qantas.

We've got the skill, experience and know-how needed to get your exports off the ground. And take a load off your mind.

QANTAS AIR CARGO

Direct flights to Sydney and Melbourne

1850 British firms to participate in DTI-supported promotions abroad

A VAST range of products will be displayed by over 1,300 British companies during the period April/June when they will participate, with the assistance of the DTI, at 73 overseas trade fairs in 23 countries. In this second quarter the DTI will also be supporting 550 British companies on 40 overseas selling missions.

Commenting on this comprehensive effort Mr. Michael Noble, Minister for Trade, said, 'The enthusiasm of UK firms to take advantage of the facilities that HMG offers exporters in world markets, indicates the imaginative scope of their ambitions. Europe, of course, is a primary target for increasing our exports but industry wholly accepts that opportunities in other expanding markets must also be efficiently exploited.'

The 1972 British Trade Drive in Denmark will feature during this period the British Exhibition 'Familien England i Forum' (Consumer Goods) and a series of store promotions held simultaneously in Copenhagen. As usual, the DTI supported programme of events covers a wide field of specialist interests. For example, there will be group participants at the Dusseldorf International Printing Machinery Exhibition—DRUPA—the Hanover International Air Show, the East Mediterranean Medical Congress and Exhibition in Cyprus, the United States International Transportation Exposition in Washington, the Toronto National Industrial Production Show, the International Shipping Exhibition—POSIDONIA—in Athens, and Mexico City and Caracas will be venues for British Technological Symposia. There will also be large British displays at the Hanover Fair and the Poznan International Trade Fair.

Twelve outward selling missions will visit North America, six to Japan, and three each to Latin America, South Africa, Australia and New Zealand. There will in addition be outward missions to other countries.

During the ten days of the Stockholm Boat Show there were 123,600 visitors.

South German opportunities for consumer goods

THE Stuttgart branch of the powerful Hertie department store group will be taking part in the British Shopping Week to be held there September 29-October 7, and this could provide the entry for British suppliers to an organisation whose annual buying runs into millions sterling annually. Also supporting the British promotion are E Brueninger, one of the largest independent stores in West Germany, and nearly 50 speciality shops of all kinds. Other department store groups are also likely to be joining in the Shopping Week.

Stuttgart, capital of West Germany's boom region, Baden Wurttemberg, is a rich elegant city of three quarters of a million people. Her retailers want the best of everything and so far have stocked surprisingly little British merchandise. Both Hertie and Brueninger are interested in pretty well all department store ranges, including menswear, women's fashions, piece goods, furniture, carpets, kitchen equipment and cosmetics; in addition, Hertie has an important food department. The speciality shops stock top-quality luxury goods of all kinds.

This Shopping Week is part of the British Trade Drive in South Germany 1972/3. Department of Trade and Industry support includes display material, a pipe band, and some British policemen from Cardiff, Stuttgart's 'twin' city. The German retailers have welcomed the British initiative and many of them will themselves be mounting special novelty displays during the Week. One large furniture shop has already put forward plans for a spectacular in-store promotion of British modern style furniture (rather than our usual best selling reproduction styles) backed by cutlery, china and glass.

Trade Opportunity lists giving full details of all interested Stuttgart buyers and their requirements can be obtained from: Mr. A. N. Edwards, Department of Trade and Industry, Export Services Division (Importers' Lists), Room 019, Hillgate House, 26 Old Bailey, London, EC4M 7HU. Tel: 01-248 5757, ext. 245.

Stockholm Boat Show a success for exhibitors

From the British Embassy, Stockholm

FIFTEEN British companies took part in a joint venture sponsored by the Department of Trade and Industry and the Ship and Boat Builders' National Federation at the 37th Stockholm Boat Show from March 2-12.

Altogether there were 200 exhibitors at the Show representing some 500 different firms and 18 countries, including France, Holland and the United States. The joint venture was the only national stand and by far the largest group, and was reinforced effectively by a number of British firms exhibiting on their own account.

The exhibition was opened by HRH Carl Gustaf, Crown Prince of Sweden, who spent a considerable amount of time looking at the British exhibits. During the 10 days of its duration, 123,600 people visited the show, which was 6,000 more than in 1971. Business was particularly brisk during the weekends and British exhibitors remarked on the high proportion of serious inquiries.

Good order book

During 1971, the Swedish market for boats was adversely affected by a widespread recession. British exhibitors were, therefore, pleasantly surprised by the interest shown and the business done. Seven exhibitors between them sold boats and equipment to the value of £30,000 and expected to generate future business to the value of £200,000. Three out of four firms looking for agents found them, and all exhibitors felt that the effort had been worth while and should be continued in the future. The highlight of the show, as far as the British exhibit was concerned was a customer who declared his intention of visiting Britain immediately to clinch a deal for a yacht in the £20,000 class.

The 1972 Stockholm Boat Show emphasised once again the importance of the market for boats in Sweden and the eagerness and ability of the British industry to take a valuable share.

DTI display for Computer Aided Design exhibition

THE practical application of computers to design work is the theme of a Department of Trade and Industry display at 'CADEX 72'—the International Exhibition of Computer Aided Design taking place at Southampton University from April 25 to 28.

The display will be devoted to the work of the Department's National Engineering Laboratory (East Kilbride) and National Physical Laboratory (Teddington). The exhibition will take place in conjunction with a Conference on Computer Aided Design, also at the University.

Staff manning the NEL section will deal with questions on the use of computers in solving complex stress analysis and other engineering design problems. The Laboratory's use of computer-aided design programs applied to the development of new and improved pumps will be shown in a filmed demonstration.

The National Physical Laboratory will illustrate the research work of its Division of Numerical Analysis and Computing on the application of computers to design work. The Laboratory's publications displayed will include those dealing with work in linear algebra, optimisation, data fitting and approximation, structural elasticity, and graphical display techniques. Examples of graphical display algorithms will be shown on a storage tube display.

Princess Anne to open antiques fair

PRINCESS ANNE is to open the 32nd Grosvenor House Antiques Fair in the Great Room of Grosvenor House, London on June 14.

The Hanover Fair1972

A dozen trade fairs in one!

Technology and progress will be the keynote. Some 5,900 exhibitors from Europe and overseas will display their products and programmes geared for the needs of tomorrow.

For further information please contact:
SCHENKERS LTD, Royal London House,
13 Finsbury Sq., London E.C.2 Tel: 01-628 7050

Complete International Banking Service

Bank of Kobe is qualified to satisfy any commercial banking requirement, provide investment advice and timely information on Japanese business conditions.

THE BANK OF KOBE, LTD.

Head Office: Kobe, Japan (160 branches throughout Japan)
New York Agency: 40 Wall Street, New York, N.Y. 10005
London Branch: 92 Cheapside, London E.C.2.
Los Angeles Representative Office: 611 West Sixth Street, Los Angeles, California

Credit Insurance

ASSISTANT to
LONDON MANAGER

We require a young man or young lady to be responsible to the London Manager for the office administration. This position will interest a person in their early 20's who prefers responsibility and possesses initiative. A good knowledge of Credit Insurance is essential.

There is a good commencing salary, twice yearly bonus, L.V.'s and sound prospects for further advancement.

Apply in writing giving career details to:

Managing Director,
Bain Dawes Credit Limited,
22 Billiter Street,
London E.C.3

Capital goods sales increase in California

From the British Consulate-General, Los Angeles

THE 1972 Western Metal and Tool Exposition—WESTEC—opened at the new Los Angeles Convention Centre on March 13, to a reduced attendance, fewer exhibitors, and smaller machinery. Pessimism gave way to optimism, as the show progressed and orders were placed for capital equipment.

WESTEC confirmed earlier indicators that Californian business is increasing. Many out of state exhibitors noticed a decided improvement in trading conditions since WESTEC 1971 and indeed there were several orders placed for British equipment before the show closed on March 17.

The recently established firm of Wentgate Engineers Ltd. of St. Ives, Hunts., ably supported by their newly appointed agent, Electron Beam Welding Inc. sold a vacuum furnace to Stresskin Products Co. of Santa Ana and exhibited that furnace at the show. Mr. Richard E. Trillwood, technical director of the English company obtained an order for a special electron beam welder worth approximately $50,000 from Kansas City and firm inquiries numbering in excess of 20 were received for the standard British machine. In addition, unsolicited inquiries were also received regarding the agent's electron beam welding job shop facility, exposure to which often precedes a machine sale.

Certain orders

The West Coast agent of Balding Engineering Ltd. of Norwich and H. W. Ward & Co. Ltd. of Birmingham, Jean Wills Machinery Co., indicated that the Auto-Ward lathe introduced for the first time at this coast at the show produced what are considered certain orders for three machines. In spite of the depressed vertical milling machine market here in California, the capabilities of the largest machine in the Balding range did not go unnoticed and Mr. Alan Morrell vice-president of Beaver Milling Machines Inc indicated that he had received six or seven inquiries he considered worth following up.

The Startrite Engineering Co. Ltd., of Kent exhibited an extensive range of band saws through its American agent, Kalamazoo Saw Division of KTS Industries Inc. Four British machines were sold off the floor. Since switching to this agent one year ago just under 40 band saws have been sold in this area and the future looks very promising for Startrite here.

Frey Industrial Supply who manned the stand of their principals Delapena & Son. Ltd. of Cheltenham reported that they had received 20 live inquiries for honing machines which is reportedly what they would have obtained in two months of pavement pounding.

James Neill and Co., (Sheffield) Ltd., showed a well presented display of their machine tool accessories and tools and those of their partners in the British distribution services venture, Moore and Wright precision measuring tools, Stubbs industrial files and Record vices etc. North American Sales are reportedly running 25 per cent above last year.

Smith's Industries Ltd, together with their agents, the Don Ricketts Co. took the opportunity of introducing their digital machine to size indicator. Mr. Eric Parker, the vice-president of Smith Industries in the States expressed confidence that considerable business will be obtained as a result of this exposure.

In addition to the MTTA exhibit, Mr. Desmond Capp, managing director of Verdict Gauge Works assisted on the booth of his American agent, the Fred V. Fowler Co. and went home with a sizeable order.'

The Hey Engineering Co. of Coventry independently exhibited their centering and ending machine and received three firm inquiries during the show as opposed to one during WESTEC 1971 which resulted in an order in the San Diego area. It is believed the British company's representatives from Chicago and Coventry returned home well satisfied from the week's activities.

Space has been provisionally reserved for WESTEC 1973 so that interested British companies may economically take advantage of the upturn in the Californian economy.

Intercon continues as US electronics market shop window

From the British Trade Development Office, New York

TWENTY-ONE British electronic companies were among 250 firms participating in the annual International Convention and Exhibition of the Institute of Electrical and Electronic Engineers, Intercon 72, at the New York Coliseum from March 20-23. Although this year's show was the smallest for a number of years, experienced British exhibitors felt that the recent recession in the electronics industry in the United States may be on the wane and were optimistic about prospects for the future. One British firm, active in the United States for over 20 years, said that the first two months of 1972 were the best ever and the amount of interest shown at the exhibition gave them further encouragement.

Mr. George Maskell of EMI Electronics Ltd. shows a CATV amplifier to Mr. John Curtis of Scully Electronics Inc. at 'Intercon '72'.

The British products on show ranged from components such as specialised integrated circuits to sophisticated oscilloscopes, microscopes and other instruments.

For the first time in the United States Ferranti demonstrated their collector diffusion isolation technique (CDI) for large scale integration and showed three new circuits for computer memories and electro optics applications using this process.

Cossor Electronics offered a full range of oscilloscopes designed for the United States market. They reported many requests for demonstrations and hoped to triple their United States sales this year.

SDC Electronics landed the largest order for a British company at the show (it is unusual to receive direct orders at a show of this nature) for $92,000 worth of printed circuit boards. This success by SDC has come after three years hard work in developing the United States market for the products and they are hoping for further substantial business in the near future.

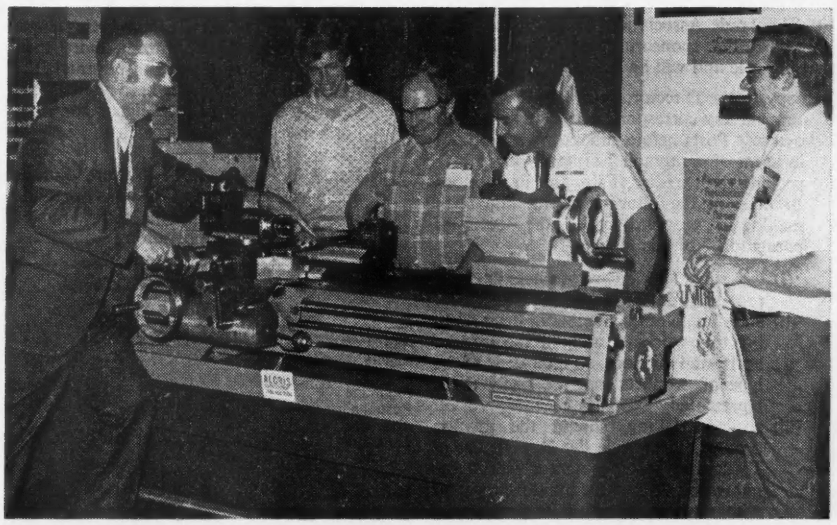
A number of British exhibitors, as in years past, have used the Intercon Show to obtain technical and commercial feedback on the suitability of their products for this market. In general, these companies achieved their objectives. Although the number of exhibitors and visitors declined, United States companies still seem to be encouraging their key personnel to attend the show.

World-wide inquiries

This year's event continued to demonstrate the highly international flavour of Intercon. Gordos Corporation of Scotland received an order for $16,000 from Japan and a number of other British exhibitors received serious inquiries from, among others, French, Israeli, Venezuelan, Japanese and Canadian companies.

Linton Laboratories, who recently obtained the rights to the Apollo Scribemaster, announced a payments race when early in the show they received orders for six—the first customer to pay received the demonstration model. The show produced numerous requests for in-plant demonstrations of the Scribemaster. With the appointment of a new agent/distributor, Linton Laboratories are very optimistic about the success of this unit in the United States.

The importance of a United States-based market organisation was well demonstrated by one British components manufacturer who exhibited at Intercon two years ago without an agent/distributor and returned this year with one, to find far more serious buying interest.



Mr. Jim Ricketts (left) of Don Ricketts Co. demonstrates the Smiths Industries digital machine to size indicator to Westec visitors.

Improvement of assistance for Outward Trade Missions

The British Overseas Trade Board announced on March 29 revised arrangements for approved missions travelling to overseas markets with support from the Department of Trade and Industry.

The changes, which represent an improvement on the present levels of assistance and also simplify the administrative procedures, became operative on April 1. Members of missions are now eligible for a single contribution towards all costs incurred. These contributions are in accordance with a tariff covering all countries.

Trade Associations and Chambers of Commerce are in the process of being informed of the new arrangements.

Details of the arrangements are given below:

Assistance to Firms visiting Overseas Markets —the Outward Mission Scheme

Its purpose

1 This scheme is intended to encourage businessmen to visit overseas markets in order to explore and assess the prospects for exports, or to reinforce a marketing effort, by providing assistance to groups of businessmen travelling as a mission sponsored by a trade association or other appropriate non-profit-making body. It applies to missions covering products or services which have promise in the market, or to planned promotions which are selected for official support.

Participants and support

2 Normally the minimum number of members of a mission qualifying for support will be six and will not exceed twenty. Smaller missions may be commercially more effective, particularly where there is a high degree of specialisation. Sponsors will therefore be expected to ensure that all proposals accord with the conditions set out below.

3 Financial assistance will normally be limited to one representative of each company participating in an outward mission, plus a mission secretary or co-ordinator.

4 The total time to be spent abroad by each mission will be agreed with the sponsor. Each participant will be required to show that he participated for not less than two-thirds of this period.

5 Each participant in a mission approved for support under this scheme may claim, after the event, a contribution towards his costs for the agreed itinerary on the appropriate scale set out in the attached schedule. These rates will be applicable from April 1 1972 until further notice.

Travel

6 Mission sponsors will be expected to ensure that journeys are made by British carriers. The prior approval of the Department of Trade and Industry must be obtained for journeys involving travel by other carriers. Participants should send their claims for support to the sponsoring body (see paragraph 9.g.).

Proposals

7 Proposals for outward missions should be lodged with the Director, Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4, as early as possible, and not later than six months before the proposed date of departure.

8 Sponsoring bodies are required to accept that companies which do not belong to their organisations can qualify as participants.

9 Firms will be expected to:

(a) provide the sponsoring body with information about the products or services they wish to sell and the marketing objectives they seek to realise at least three months before the proposed mission's departure date;
(b) ensure that their representative on the proposed mission is competent to discuss all aspects, including the supply of the products or services they wish to sell;
(c) have the production capacity to enable them to supply any business that may result from the mission;
(d) be prepared to establish a sales channel in the country concerned, unless one already exists;
(e) meet all costs of their participation;
(f) provide the sponsoring body, within two months of the end of the mission, with a report indicating the business actually placed during the mission, what marketing arrangements were made as a result of the mission and the extent to which the firms marketing objectives were realised; and
(g) lodge their claims for support (see paragraph 6), together with the evidence of payment, with the sponsoring body within two months of the end of the mission.

10 The Trade Association, Chamber of Commerce, or other sponsoring body has a key organising role and will be expected to:

(a) copy to the Director, Fairs and Promotions Branch, any correspondence they have with overseas Posts before submitting a proposal in terms of paragraph 7 of this Notice:
(b) provide the Director, Fairs and Promotions Branch with the following information when making a proposal under the terms of paragraph 7 of this Notice:
  (i) the suggested itinerary, including approximate dates;
  (ii) an estimate of the number of firms wishing to participate and, in the case of horizontal missions, an indication of the type of products that are likely to be represented;
  (iii) an undertaking, should the mission proceed, to provide the Department of Trade and Industry with a report (see paragraph 9.f) on the mission, together with an assessment of its commercial effectiveness;
  (iv) an undertaking to lodge all claims for support with Fairs and Promotions Branch not later than three months after the end of the mission; and
  (v) indicate whether or not a representative of the sponsoring body will be a member of the mission to act as the mission secretary or co-ordinator;
  (vi) consult the Director, Fairs and Promotions Branch, about any charge which it proposes to make to participating firms.

NOTE: Approval in principle will be given as soon as possible.

(c) thereafter, and before final approval is given, provide at least three months before the proposed departure date:
  (i) the details of the route to be followed, including
  (ii) the towns to be visited, with stop-over times at each place; and
  (iii) the dates,
  (iv) name and address of each firm wishing to participate and the name and status of their representative;
  (v) the products or services each firm is planning to promote;
  (vi) the marketing objectives each firm seeks to achieve by participating; eg to explore the market, to visit existing or potential agents.
(d) after final approval has been given, arrange a briefing meeting for participants before the departure date and notify the appropriate Department of Trade and Industry Regional Office or the General Export Services Branch, who will send a representative to such meetings;
(e) where the sponsor has made a charge to participants furnish a statement of accounts to the Director, Fairs and Promotions Branch, after the event.

11 It shall be a condition of the Department of Trade and Industry's support for a mission that no claims will be met until the reports mentioned under paragraph 9.f and 10.b have been received and a certificate has been provided by the sponsor giving details of the agreed towns visited by each mission member and the dates of such visits. The Department reserves the right to refuse to consider claims not lodged within three months of the completion of the mission.

The Outward Missions Scheme Table of Contributions

NOTE:

(i) The rates shown below will apply to approved missions visiting only single countries. Missions covering more than one country will normally attract the contribution for the farthest point in the journey, but marginally higher contributions may be given for such missions to distant countries.
(ii) Rates for countries in Western Europe apply only to approved missions organised specifically in connection with targetted export promotion operations.

Country	Contribution £
Afghanistan	125
Algeria	75
Angola	175
Argentina	200
Australia	450
Austria	50
Bahamas	150
Bahrain	125
Barbados	175
Belgium	50
Bolivia	175
Botswana	225
Brazil	200

Country	Contribution £
Brunei	300
Bulgaria	75
Burma	200
Cameroon	125
Canada	
(i) Montreal—Toronto—Ottawa	175
(ii) All destinations west of these towns	225
Ceylon	220
Chile	200
China	400
Colombia	175
Costa Rica	175
Cuba	175
Cyprus	75
Czechoslovakia	75
Denmark	50
Dominican Republic	175
Ecuador	175
Egypt	100
El Salvador	175
Ethiopia	125
Fiji	375
Finland	50
France	50
Gambia	125
Germany	50
Ghana	125
Greece	75
Guatemala	175
Guyana	175
Haiti	175
Honduras	175
Hong Kong	350
Hungary	75
Iceland	50
India	200
Indonesia	250
Iran	125
Iraq	125
Israel	125
Italy	50
Ivory Coast	125
Jamaica	175
Japan	400
Jordan	125
Kenya	175
Khmer	225
Korea	400
Kuwait	125
Laos	225
Lebanon	100
Lesotho	225
Liberia	125
Libya	100
Luxembourg	50
Malagasy Republic	225
Malawi	175
Malaysia	275
Malta	50
Mauritius	225
Mexico	175
Mongolia	150
Morocco	75
Mozambique	175
Nepal	200
Netherlands	50
New Zealand	450
Nicaragua	175
Nigeria	175
Norway	50
Oman	125
Pakistan	200
Panama	175
Paraguay	200
Peru	175
Philippines	300
Poland	75
Portugal	50
Qatar	125
Romania	75
Saudi Arabia	125
Senegal	125
Sierra Leone	125
Singapore	300
Somali Republic	125
South Africa	300
Spain	50
Sudan	125
Surinam	175
Swaziland	225
Sweden	50
Switzerland	50
Taiwan	300
Tanzania	175
Thailand	225
Togo	125
Tonga	375
Trinidad and Tobago	175
Tunisia	75
Turkey	100
Uganda	175
United Arab Emirates	125
United States	
(i) Minneapolis, Kansas City, New Orleans, Miami and destinations east of a line through these towns.	175
(ii) All destinations west of this line	225
Uruguay	200
USSR	100
Venezuela	175
Vietnam	225
Yemen, Arab Republic	125
Yemen, People's Democratic Republic	125
Yugoslavia	75
Zaire Republic	175
Zambia	175

A reception was given in the Admiralty recently for the Inward Mission of the Technical Study Group of Synthetic Fibres Complete Plant of China National Machinery Import and Export Corporation. Front row, left to right: Sir Conrad Seward, executive council member of the Sino-British Trade Council; Mr. Li Chang-ching, deputy general manager of the Corporation and mission leader; Mr. B. E. Bellamy, Under Secretary, Commercial Relations and Export Division 4, DTI; Mr. Wang Rui-ting, consultant of the Corporation.

CBI team visit Lower Gulf States and Oman

A small high level team of industrialists is currently visiting the Lower Gulf States of Bahrain, Qatar and the United Arab Emirates, and the Sultanate of Oman. The visits ends on April 20.

Sir Arthur Norman, Vice-President of the CBI and chairman of the De La Rue Co. Ltd. leads the group. He is accompanied by Mr. R. E. Aldred, chairman of the Export Group for the Constructional Industries and also chairman of Taylor Woodrow International; Sir Arnold Hall, chairman of Hawker Siddeley; and Mr. J. Warburton, a member of the CBI staff. The industrialists will meet leading businessmen during their stay.

EXPORT ORDERS

£50 million mining contract in Australia

After more than four years of planning and on-site preparation, the Costain Group has begun the planned extraction of 50 million tons of coal from an opencast site at Ravensworth, New South Wales, claimed to be the largest opencut mining contract ever let in Australia.

Costain's £50 million contract was awarded by the Electricity Commission of New South Wales after strong international competition at the tender stage.

The contract was won by the British-based company Costain Mining, and to carry out the project a mining division was created as part of Costain (Australia) Pty. Ltd.

Extraction of coal has commenced. Up to 5 million tons of coal a year will be delivered to the new 2,000 megawatt Liddell power station, largest in the Southern Hemisphere, over a 14-year period.

Confectionery to Germany

An order of over 100,000 packs of enrobed chocolate confectionery for West Germany has been received by George Payne & Co. Ltd., Croydon.

Hull firm supplies dressings to Iran and Thailand

T. J. Smith & Nephew Ltd., the Hull surgical dressing manufacturers, have won orders worth about £30,000 to supply adhesive dressings to Iran and Thailand. Both deals—the Thailand one is for £21,000—have been obtained through the company's agents and the dressings will be used in hospitals, clinics and other outlets. At present the Hull firm exports about half of its production to more than 100 countries throughout the world.

Aerospace equipment on maiden flight

Plessey Aerospace, with factories at Romford, Essex, and Titchfield, Hampshire, has a one million dollar contract to supply equipment for the Series 20, long-range, version of the McDonnell-Douglas DC 100 airliner which successfully completed its maiden flight in February.

The contract, for the pneumatic drive units which operate the thrust reversal system on the aircraft's three new advanced technology engines, was gained in the face of strong competition from firms in the United States.

£¼ million diesel generating set for Queensland

A sixteen cylinder KV Major diesel generating set has been ordered from Mirrlees Blackstone Ltd., a Hawker Siddeley Diesels company, to be installed in the power station of the Weipa mining complex in northern Queensland, Australia. The set will supplement the stations's existing Mirrlees generating sets and increase its total capacity from 12.6 MW to 18.2 MW for expansion of bauxite mining activities.

The £250,000 contract for the manufacture, supply, installation and erection of the set was awarded to Hawker Siddeley's Australian subsidiary, Hawker Siddeley Brush Pty. Ltd., Melbourne, by Minenco Pty, Ltd., wholly-owned consulting engineers of the CRA Group, on behalf of Commonwealth Aluminium Corporation Ltd.

Loop projectors in demand

An order for British 8 mm loop film projectors has been negotiated by Guild Sound & Vision Ltd., London, and Sie Audiovisivi on behalf of the Italian Government. Worth nearly £20,000, it is for over 400 THD daylight film projectors manufactured by Taylor Halliday Developments, Brighton. They will eventually be used in Italian State schools.

Progress in Australian metrication

from the British High Commission, Canberra

AN IMPORTANT milestone in Australia's progress to metrication was reached during the annual Premiers' Conference in Canberra on February 14, at which the Prime Minister, Mr. McMahon, and the States' Premiers discussed Commonwealth/States financial relations.

To achieve orderly progress according to the Metric Conversion Board's plan, it is essential for the separate States' Governments to pass suitable legislation, e.g. to permit the sole metric marking of packaged goods, to introduce the teaching of SI metric system into the schools and to begin planning for such things as the conversion of road signs and land titles and surveys. The States' Premiers have promised their full co-operation and, in recognition of the extra expense in which they will be involved, the Federal Government agreed at the meeting to increase loan funds available to States by a further $2 million interest-free grant.

The year 1972 is regarded as a year of recruiting increasing public awareness of metric conversion. A recent pamphlet has been issued on the conversion of weather forecasts and it is expected that shops will soon begin to display packages marked solely in metric quantities rather than imperial—or both, as at present. A recent step in metric conversion which has probably attracted greater attention than any other was the decision to forsake the furlong for the metre at the race track.

The Department of Customs and Excise has made good progress with the conversion of the customs tariff. The Department is also progressively reissuing pages of the Consolidated By-law References publication to convert units of measurement to their metric equivalent.

Tentative conversion dates (as at January 1, 1972)

(See also previous list published in *Trade and Industry*, January 6, 1972, page 26.)

Aluminium fabrication	1973
Automotive industry	1972-77
Baby foods	1972
Bread	early 1973
Building and construction	1974-76
Clay bricks	available now
Clothing	commencing 1974
Dairy products	1972-74
Education:	
adult	1972 onwards
primary	1972, complete 1973
secondary	1973, complete 1974
tertiary (non-university)	1972 onwards
tertiary (university)	1972 onwards
technical	1972 onwards
Electronic and electrical engineering	1973-76
Fasteners	1972-74
Farm milk tanks (new installation)	1972
Gas industry	1973-75
Household utensils	1973-75
Iron and steel industry	1973 onwards
Locomotive and rolling-stock	75 per cent by 1978
Meat:	
wholesale	progressively in 1972
retail	commencing 1973
Meteorology:	
temperature, pressure	September 1, 1972
distance, wind speed, weather system movement	April 1, 1973
Rainfall, snow depth, river height	January 1, 1974
Oil industry (petrol pumps etc.)	1974-76
Packaged Goods:	
permissible sole metric	January 1972
sole imperial markings withdrawn	January 1974
progressive size rationalisation	1972-76
Paint industry	March 1974
Paper	July 1973
Pharmaceutical packaging	Early 1973
Printing	July 1974
Plastics and chemicals	1973
Rubber industry	Mid-1972
Shipbuilding	1974-75
Sporting bodies	progressively converting—complete 1973
Steel (beams, plate etc.)	1973
Storage	July 1973
Surveys	Mid 1972
Tariffs (solely metric)	June 1972
Textiles	commencing late 1973
Tide tables and harbour navigation	converted Jan 1972
Timber industry	1974-75
Transport (freight rates, passengers, etc.)	July 1973
Vegetables, tobacco, sugar	1973
Water and sewerage:	
(metric water meters)	July 1972
(customer billing)	July 1973
Weighing machines	progressively now to 1974
Wheat, barley, rice and other coarse grain	1972-73
Wine industry:	
(bulk)	July 1972-July 1973
(bottling)	1972-74
Woolsales	conversion completed

Overall objectives

Increasing public awareness and involvement	1972
Years of major implementation	1973-74-75
70 to 80 per cent completion for Australia as a whole	1976

Inquiries should be addressed to Export Data Branch (Tel: 01-248 5757 ext. 401/468/469).

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

ENGLISH EXPORTERS (LONDON) LTD.

70 Baker Street, London, W.1.

Telephone: 01-486 4871 (7 lines) *Telex:* 23794 *Cables:* ENGLEXPORT London

WE SPECIALISE IN HANDLING EASTERN EUROPEAN RECIPROCAL BUSINESS AGAINST U.K. DELIVERIES
WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS OF ANY KIND.

United Kingdom and the USSR

QUOTA arrangements for the import of certain Soviet goods into the United Kingdom for the 12 months ending December 31, 1972 have now been concluded. Full details of the quotas are given below. They cover only a very small part of Soviet exports to the United Kingdom; most Soviet goods enter this country free of quantitative restrictions.

	Tariff no.	Goods	£'000 (cif) unless otherwise stated
1	ex 03.01	Frozen herring	60
2	ex 07.04	Dried vegetables being beetroot, carrots, cucumbers (other than gherkins), lettuce and endive, mushrooms, dry-bulb onions, radishes, rhubarb or turnips	14
3	ex 08.12	Dried fruit being apples, cherries, currants, gooseberries, pears, plums, raspberries or strawberries	2
4	ex 16.05	Canned crab	750
5	ex 20.02	Canned or bottled vegetables, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), mushrooms, dry-bulb onions, green peas, radishes, rhubarb, spinach or turnips	5
6	ex 20.05	Jams and fruit jellies of apple, cherry, currants, gooseberry, pear, plum, raspberry or strawberry (of which not more than 50 tons for those made of strawberry, raspberry or blackcurrant) tons	100
7	ex 20.06	Canned or bottled fruit being applies, cherries, currants, gooseberries, loganberries, pears, plums, raspberries or strawberries	2
8	36.06	Matches (other than Bengal matches)	220
9	55.07 55.08 55.09	Woven fabrics of cotton	100 *
10		Apparel, the following:	70
	ex 60.04	Under garments of knitted or crocheted cotton, man-made fibres or wool	
	ex 60.05	Outer garments and other articles of apparel of knitted or crocheted cotton, man-made fibres, wool or fine animal hair	
	ex 61.01 ex 61.02 ex 61.03 ex 61.04	Outer garments of woven cotton, man-made fibres or flax Under garments of woven cotton or flax	
11	ex 60.05	Bed linen of knitted or crocheted cotton or man-made fibres	
	ex 62.02	Bed linen of woven cotton man-made fibres or flax	30
12	69.11 69.12 69.13	Domestic and ornamental china and earthenware	15
13	ex 73.38	Enamelled hollow-ware	10
14	ex 85.15	Transistorised radio broadcast receivers	470 **
15	ex 85.15	Transistorised radiograms	115 ***
16	ex 85.15	Transistorised monochrome television broadcast receivers (of which not more than £80,000 for receivers with screens over 6 inches in size)	250 ****
17	85.21	Electronic valves, tubes and semi-conductors (of which not more than £150,000 for semi-conductors)	200
18	ex 88.02	Aircraft of an all-up weight exceeding 4,500 lb	pm
19	ex 91.01 ex 91.07	Watches, other than stop-watches, valued at £1.50 cif or less and movements valued at £1.25 cif or less	365
20	ex 91.02 ex 91.04	Clocks, other than electric	85
21	ex 97.05	Christmas tree decorations of glass	5
22		Other goods not covered by open licences to be agreed with the Department of Trade and Industry	pm

* The Department of Trade and Industry have agreed to issue licences outside the above arrangements for the import into the United Kingdom of grey cotton cloth for processing and re-export.

** Quota No. 14 includes provision for import into the United Kingdom of unit transistorised radio tuners whether or not combined with amplifiers. Other parts of unit audio equipment are not subject to quantity limitations when imported into the United Kingdom.

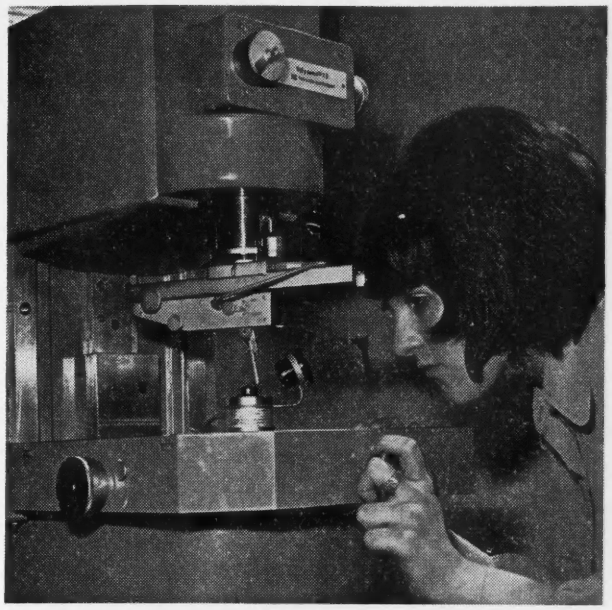
*** Radiograms and parts thereof which are not equipped with transistors (including free-standing speakers) are not subject to quantity limitations when imported into the United Kingdom.

**** The screen size referred to in Quota No. 16 is taken as the diagonal measurement.

United Kingdom aid to developing countries

ETHIOPIA: Britain is making £425,000 available to Ethiopia as an interest-free loan repayable over 20 years. It will be used for the purchase in the United Kingdom of instrument-landing equipment for Ethiopia's international airports at Addis Ababa and Asmara. This new loan follows two other interest-free loans made last August which totalled £850,000. Of this, £550,000 was for ports and waterways development and £300,000 for agricultural and animal husbandry. (Reference CRE 22537.) **CRE ext. 2358**

BANGLADESH: It was reported in *Trade and Industry*, March 23, page 549, that the UK Government had provided two loans, one of £1.435 million and the other of £3.4 million, to the Government of Bangladesh. A list of goods which Bangladesh intends to purchase under the £3.4 million loan has now been approved. The list includes dyes and chemicals, bus and truck chassis, pharmaceuticals, spares for marine diesel engines, and spares for jute and textile machinery. **CRE (ref. 37226) ext. 2278**



Contracts for the sale of £380,000 of Rank Precision Industries' instruments to the USSR have been completed with Stankoimport and Autopromimport, the Soviet buying organisations. Deliveries begin in April and will be completed before the end of the year. The order covers engineer's measuring instruments that are applicable to a wide cross-section of industry including the manufacture of cars, machine tools and civil engineering. Picture shows: a Talyrond 73 being used to check the roundness of a ½ mm. diameter ball—about the size of the ball in a ball-point pen.

Czechoslovakia and Iraq

ACCORDING to a Baghdad press report, an economic and technical co-operation agreement between Czechoslovakia and Iraq was signed on March 9, 1972. Czechoslovakia is reported to be offering Iraq $50 million in credits, technical aid and training in Czechoslovakia for Iraqis and to be supplying industrial plant and equipment. Payments for these supplies will be by instalments spread over eight to 10 years, 80 per cent of the value to be paid in crude oil and 20 per cent in sulphur and other Iraqi products. No further information is available. **CRE ext. 3454**

Double taxation relief

THE Board of Inland Revenue announce that orders entitled The Transitional Relief for Interest and Royalties paid to Non-Residents (Extension of Period) Order 1972 (which came into operation on April 1) and The Non-Residents' Transitional Relief from Income Tax on Dividends (Extension of Period) Order 1972 (which came into operation on April 6) have been published as Statutory Instruments 1972 No. 464 and No. 465.

The Orders extend, in each case by a further period of one year, the operation of Sections 31 and 32 Finance Act 1966.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.

ECGD support £63 million loan for RB.211 engines for Lockheed Tri-Star

THE Export Credits Guarantee Department has signed a Buyer Credit Guarantee covering the loan arranged by Lazard Brothers and Co. Ltd. to assist the purchase of Rolls Royce RB.211 aero engines for installation in the Lockheed L-1011 Tri-Star airliner.

Under the contract Rolls Royce (1971) Ltd. will supply engines for 37 Tri-Star airliners now being built for Eastern Air Lines Inc. of the USA. The contract includes the supply of spare engines and spare parts. Delivery commenced at the beginning of the year and is expected to be completed by January 1976.

The £63 million loan (which includes £37 million for which a financing arrangement was concluded in April 1970) has been arranged by Lazard Brothers and Co. Ltd. who are acting on behalf of a consortium of London clearing and Scottish banks comprising Barclays Bank, Lloyds Bank, Midland Bank, National Westminster Bank, The Royal Bank of Scotland and Williams and Glyn's Bank. The loan is repayable over a period of 10 years from the scheduled date of delivery of each aircraft or spares.

ECGD back pulp and paper mill contract for Algeria

THE Export Credits Guarantee Department has signed a Financial Guarantee covering a loan of £5.87 million to finance the sterling part of a £15 million contract for the design, supply of equipment and materials, and construction of a pulp and paper mill complete with corrugating and boxmaking plant at Saida, Algeria.

The contract, placed by Societe Nationale des Industries de la Cellulose (SONIC), is to be undertaken jointly by Parsons and Whittemore Lyddon Ltd. and the French firm Creusot-Loire Enterprises. Goods and services to be provided by Parsons and Whittemore Lyddon amount to some £7.5 million. Completion of the mill and commissioning is expected in June 1975.

The loan is being made available by Hill Samuel and Co. Ltd. acting on behalf of a consortium of British banks comprising Bank of Scotland, Barclays Bank, Clydesdale Bank, Coutts and Co., Williams and Glyn's Bank, Lloyds Bank, Midland Bank, National Westminster Bank and The Royal Bank of Scotland, and is repayable over a period of eight years from the date of commissioning.

Copyright for sound recordings in the USA

BY an Act which amended the United States copyright law and came into effect on February 15, 1972, copyright protection in the USA has been extended to sound recordings.

To be eligible for protection a recording must have been fixed and published on or after the effective date of the Act. British record producers can secure protection for their recordings, whether in disc or other form, by ensuring that all published copies bear the symbol P together with the name of the copyright owner and the year of publication; and thereafter by registering them at the Copyright Office, Library of Congress, Washington DC 20540, from whom further information and application forms for registration may be obtained.

Telex facilities during UNCTAD III

THE UNCTAD III meeting is to be held in Santiago from April 13 until May 19. All Telex lines out of Santiago are likely to be saturated during this period, and messages should therefore be confined to urgent matters only.

Visitors to Bangladesh

THE Bangladesh Government have announced that nationals of Commonwealth countries which have recognised Bangladesh will not require visas for the time being, nor will they be required to report to the Foreigners Registration Office on arrival or departure.

CRE ext. 2278

TARIFF & TRADE NOTICES

European Communities

COMMON AGRICULTURAL POLICY: The text of the following Decision has been published in the *Journal Officiel des Communautés Européennes*. The French text may be seen on application.

General. Decision 72/144/CEE completes Decision 68/183/CEE authorising certain managerial measures to be taken within the framework of the common organisation of agricultural markets. (*Journal Officiel* No. L72, March 25, 1972)

Correction: The *Journal Officiel* No. L72 dated March 25, 1972 contains a correction to Directive 71/285/CEE of July 19, 1971 modifying Directive 64/432/CEE of June 26, 1964 relating to problems of public health as regards intra-Community trade in cattle and pigs. **EDB ext. 7174/408**

CUSTOMS REGULATIONS: The *Journal Officiel des Communautés Européennes* No. L72 dated March 25, 1972 contains the texts of the following Regulations:

Regulation (CEE) No. 603/72 relates to the consideration to be taken by the buyer for determining the customs value of goods.

Regulation (CEE) No. 604/72 relates to the application of Article 3 paragraph 5c and paragraph 6 of Regulation (CEE) No. 803/68 on the customs value of goods. **EDB ext. 7174/408**

Yugoslavia

EXEMPTION FROM IMPORT DUTY OF CERTAIN SPECIFIC EQUIPMENT FOR HEALTH: It has been announced in the Yugoslav Official Gazette that certain specific equipment for health has been exempted from import duty with effect from March 10, 1972.

The tariff numbers effected are:

90.17/1	'Apparatus for hypothermics' 'Anesthesia apparatus for operating rooms which consists of a supporting pillar with devices for following vital functions and an additional box with connections for gases and vacuum.' 'Surgical apparatus for operating rooms which consists of a supporting pillar with an electrical knife and a connection for contral vacuum and thrust.' 'Electroencephalograph completely transistorised'
90.17/2	'Special instruments for neurosurgery'
90.18/2	'Apparatus for central conducting of gases with belonging parts and equipment for use in health'
94.02/1	'Special trolleys for carrying food in hospitals, equipped with special dishes and equipment.' 'Mobile tables and wheelchairs for moving patients in health facilities.'

EDB ext. 420, 475

EXEMPTION FROM IMPORT DUTY OF CERTAIN SPECIFIC EQUIPMENT FOR HEALTH: It has been announced in the Yugoslav *Official Gazette* that certain specific equipment for health

The lists of Tariffs, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

YUGOSLAVIA
continued

has been exempted from import duty with effect from March 3, 1972. The tariff numbers affected are:

Tariff no.	Description
84.18/2a2	Laboratory centrifugal machines for blood and cell washing and for the radioactive determination of hormones.
84.18/2b	Machines and apparatus for the production of demineralised and sterilised water which is used for the purpose of health.
90.17/1	Rheoplethysmograph—apparatus for measuring blood flow.
90.17/1	Apparatus for testing hearing.
94.02/1	Operating tables for otorhinolaringology.

No further details are available. **EDB ext. 420/475**

France

IMPORTS OF MEDICAL SYRINGES: The French *Journal Officiel* of March 14 published decree No. 72.200 regulating the importation and sale to the public of medical syringes and needles used for parenteral injections (administration of drugs) (Tariff No. 90.17). As from March 14, 1972, imports of these types of syringes and needles will be allowed only on presentation to customs of a permit issued by the French Ministry of Health and Social Security. Applications for import permits must give the following details: name and address of both importer and exporter; tariff number; quantity, weight and value; and country of origin of products, and they should be addressed to the Ministère de la santé publique et de la sécurité sociale, Service central de la pharmacie et des médicaments, 9 Avenue Lowendale, Paris 7e. Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/288**

Iran

IMPORT REGULATIONS: The Iranian authorities have notified the following changes in import regulations, effective from March 21, 1972. The Commercial Benefit Tax is decreased or abolished on the following items:

Butter, fresh or salted—new rate 10 rials per kg.
Cheese, ordinary white—new rate 15 rials per kg.
Preserves of meat and liver pates—new rate 20 rials per kg.
Wares of porcelain, not elsewhere specified or included—new rate 5 rials per kg.
The CBT has been abolished on the following items:
dried milk (powdered) for children, in containers weighing 1 kg. or less; asparagus, cauliflower, cabbages (other), carrots, turnips; Penicillin and its pharmaceutical compounds and specialised medicaments; machinery and applications for the harvesting of agricultural threshing, shelling and sorting machines, if supplied to agricultural co-operatives.
The following reductions in Commercial Benefit Tax have been approved for supplies to local manufacturers:
Washed wool—new rate 15 per cent *ad val.*
Combed wool—new rate 15 per cent *ad val.*
Woollen yarn—new rate 40 rials per kilo.

The following items are now authorised for import with prior approval of the Ministry of Economy: other biscuits, cookies and other buns, with or without cocoa; ladies stockings. Items now requiring prior Ministry of Economy approval for import: coal coke; ammonium sulphate; PVC resins. No further information is currently available. Further details will be published when they become known. **EDB ext. 420/475**

Jordan

EXPORTS BY AIR: Further to the notice in *Trade and Industry*, March 9, page 408, the Central Bank of Jordan has now stated that goods of any origin airfreighted from the Lebanon will be exempt from its earlier ruling that letters of credit established in the name of beneficiaries in the UK and Abu Dhabi, Egypt, France, Greece, Iran, Italy, Kuwait, the Lebanon, Pakistan, Qatar, Saudi Arabia, Spain and West Germany must include a condition that goods consigned for shipment by air should be carried by the Royal Jordanian Airlines. **EDB ext. 420/475**

Morocco

IMPORT PROGRAMME 1972: The Moroccan General Import Programme for 1972 has recently been announced. As in previous years, the programme distinguishes between goods for which an import licence is not required (List A), those for which a licence *is* required (List B) and those goods whose import into Morocco is prohibited (List C). A number of items have been transferred to List A from List B and some minor additions to List C.
EDB ext. 420/475

Tunisia

SUSPENSION OF CUSTOM DUTIES AND PRODUCTION TAX: The Tunisian *Journal Officiel* of February 29 announced that customs duties and production tax on the following items would be suspended until December 31.

Tariff No.	Description
Ex 01.02	Live animals of the bovine species
ex 01.04	Live sheep
ex 02.01	Meat of bovine animals
ex 02.01	Meat of sheep

EDB ext. 420/475

Sierra Leone

IMPORT LICENSING: Notification of Government Notice No. 932—Application for Import Licences, 1972—Specific Import Licences—was published in *Trade and Industry* of October 14, 1971 (page 105). Government Notice No. 278 published in the Sierra Leone *Gazette* of March 23 amends the above notice with the addition of the following item:

894-200 'Gambling Machines' including such amusement machines as Automatic Jack Pots, Bowling, Submarine, Soccer, Basket Ball, Racing Car, Simulated flying, Various electrical guns, cranes and penny lanes. **EDB ext. 471/472/473**

Nigeria

CUSTOMS AND EXCISE DUTIES: Following the announcement of the Federal Nigerian Budget for 1972/73 a new Customs Tariff has been published. Full details have yet to be received but British exporters should be aware that customs and excise duties on a wide range of goods have been changed. **EDB ext. 471/472/473**

Uganda

WEIGHTS AND MEASURES: Statutory Instrument No. 30, The Weights and Measures (Sale and Labelling of Goods) Rules, 1972, was published in the Uganda *Gazette* on March 3. The provisions of the above rules, which came into operation on April 1 (with the exception of the sixth Schedule, where the date of commencement has yet to be announced) are too long to be reproduced here in full, but the arrangement of the rules which gives an indication of their coverage is as follows:

1. Sale by quantity
2. Sale by net weight
3. Standard quantities
4. Weighing equipment for checking
5. Eggs
6. Reference to grade of eggs
7. Designation of contents
8. Statement of quantity
9. Marking to be legible
10. Statement to be in contrast
11. Statement of quantity
12. Net weight
13. Name and address of packer
14. Decimal quantities
15. False information
16. Presumption of goods
17. Goods presumed to be for trade
18. Discount on goods
19. Offences
20. Exemptions
21. Limitation of rules
22. Interpretation
23. Revocation
24. Citation
25. Commencement

First Schedule—Goods to be sold by weight
Second Schedule—Goods to be sold by weight or number
Third Schedule—Goods to be sold by capacity measurement
Fourth Schedule—Goods to be sold by weight or capacity measurement
Fifth Schedule—Goods to be sold by linear measurement or weight
Sixth Schedule—Goods to be pre-packed in standard quantities
Seventh Schedule—Egg grades

Copies of the above Statutory Instrument are available.
EDB ext. 471/472/473/462

Kenya

WEIGHTS AND MEASURES: Legal Notice No. 51 published in the *Kenya Gazette* of March 24, exempts certain items listed in the Sixth Schedule to the Weights and Measures (Sale and Labelling of Goods) Rules, 1971 (referred to in *Trade and Industry*, October 7, 1971, page 43) from the provisions of the rules specified below and for the period shown:

Goods	Rules	Period
China tea	5 and 7 (1) (a)	October 29, 1971, to December 31, 1973
Diabetic marmalade	5 and 7 (1) (a)	October 29, 1971, to December 31, 1973
Pure corn oil	5 and 7 (1) (a)	October 29, 1971, to June 30, 1973
Margarine packed in quantities of 12.7 kg.	5 and 7 (1) (a)	October 29, 1971, to December 31, 1973
Shoe polish	5 and 7	October 29, 1971, to December 31, 1972
Soft drinks and mineral waters with all labels	5, 7 (1) (b) and 7 (2)	October 29, 1971, to June 30, 1972
Asepso medicated soap	5 and 7	October 29, 1971, to December 31, 1973
Marine paints	5 and 7 (1) (a)	October 29, 1971, to December 31, 1973
Toilet rolls	5, 7 (1) (b) and 7 (2)	October 29, 1971, to May 31, 1972
Ghee	5 and 7	October 29, 1971, to February 29, 1972

EDB ext. 471/472/473/462

Bangladesh

IMPORT POLICY: The Ministry of Trade and Commerce has announced that local manufacturers may import up to six months' requirements of raw materials from overseas parent companies or other approved suppliers, provided 12 months' credit is given to them and no interest is charged. The credit period will begin on the date of shipment, and orders may be placed up to June 30, 1972. Having located a source of supply for his requirements, a local manufacturer will submit particulars to the Controller of Imports, who will issue an ad hoc licence, if the conditions of the contract are acceptable to him. A full import policy for Bangladesh is expected to be announced towards the end of June and will cover the period July to December 1972. No other information is available. **EDB ext. 420/475**

More than 10 tons of 'Big-T' compression couplings for use in high pressure hydraulic and pneumatic systems were involved in a £15,000 export order which has just been shipped by Tungum Hydraulics Ltd. of Cheltenham to South Africa. Over 20,000 of the couplings were ordered by the Hydraulics and Pneumatics Division of Bells Asbestos & Engineering (Africa) Ltd., Elandsfontein, Transvaal for use in power packs and other hydraulic systems. Part of the big export shipment is seen here being packed at the Tungum factory, destined for Elandsfontein via Port Elizabeth.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Philippines

TARIFF CHANGES: It has been announced that with effect from February 18 the import duty on certain commodities has been modified, and the description of some items has been changed. Tariff numbers affected are:

02.06	12.08	22.03	40.13	48.21	62.02	73.38	84.54	93.05
03.01	14.05	22.07	40.14	49.01	62.04	73.39	84.58	93.06
03.02	15.13	22.08	40.16	49.08	62.05	73.40	85.03	93.07
03.03	16.01	22.09	42.02	49.09	63.01	74.17	85.04	94.01
04.01	16.02	22.10	42.03	49.11	63.03	74.18	85.06	94.02
04.03	16.03	24.02	42.05	58.01	64.01	74.19	85.07	94.03
04.04	16.04	25.01	43.03	58.02	64.02	75.06	85.10	94.04
04.05	16.05	29.23	43.04	58.03	64.04	76.15	85.12	95.06
06.03	17.01	30.03	44.01	59.01	64.06	76.16	85.14	95.07
06.04	17.02	32.09	44.02	59.06	65.03	78.06	85.15	95.08
07.01	17.03	32.13	44.20	59.09	65.04	79.06	85.20	96.01
07.02	17.04	34.01	44.24	59.10	65.05	80.06	87.02	96.02
07.04	18.03	34.02	44.25	59.14	65.06	81.04	87.08	96.05
07.05	18.04	34.04	44.27	60.02	66.01	82.04	87.09	97.01
08.04	18.05	34.05	44.28	60.04	66.02	82.08	87.10	97.02
08.05	18.06	34.06	45.03	60.05	67.02	82.09	87.13	97.03
08.06	19.02	35.03	45.04	60.06	67.05	82.11	87.14	97.04
08.07	19.03	35.06	46.02	61.01	69.11	82.13	90.04	97.05
08.08	19.05	36.05	48.01	61.02	69.12	82.14	90.05	97.06
08.09	19.07	36.06	48.05	61.03	69.13	82.15	90.13	97.07
08.12	19.08	36.07	48.07	61.04	70.09	83.04	90.16	98.01
09.01	20.01	36.08	48.10	61.05	70.13	83.05	91.08	98.03
09.03	20.02	37.07	48.11	61.06	70.14	83.06	92.11	98.04
09.04	20.06	38.19	48.12	61.07	70.21	83.07	92.12	98.05
09.10	20.07	39.07	48.13	61.08	71.03	83.11	93.01	98.06
11.02	21.02	40.08	48.14	61.09	71.16	84.15	93.02	98.10
12.01	21.04	40.09	48.15	61.10	73.34	84.25	93.03	98.11
12.02	22.02	40.11	48.18	62.01	73.36	84.41	93.04	98.12

Enquiries from British exporters about this notice should be addressed to Tariff Section of Export Data Branch, giving the BN numbers and description of goods. **EDB ext. 468/469/401**

Zambia

BANNED IMPORTATION OF NEW CARS: A notice in *Trade and Industry* of March 2, 1972, page 367, reported a ban on importing 52 makes of cars, including some British models. *The Times of Zambia* has reported an announcement by the Minister of Trade and Industry on March 21 that car dealers have been banned from importing any new models that have not hitherto been imported into Zambia. **EDB ext. 473/471/472/462**

Republic of South Africa

TARIFF AND IMPORT INFORMATION: The following changes were notified in the South African Budget statement for 1972/73 on March 29, 1972.

Sales duties on soap and washing preparations are removed. Rates on domestic sewing machines and domestic knitting machines are reduced from 15 per cent to 10 per cent and on clocks and watches from 30 per cent to 25 per cent. There is a small rise in ceiling up to which motor vehicles are subject to the (lower) sales duty of 10 per cent. Minimum downpayments on passenger car sales are reduced from 40 per cent to 33⅓ per cent.

The Minister of Finance reiterated that relaxations of import controls would come 'when the current balance of payments shows a significant improvement'.

EDB ext. 471/2/3,/462

Australia

TARIFF CHANGES: Details are given below of changes made in the Australian customs tariff by Customs Tariff proposals No 4 (1972) which came into effect on March 1, 1972, and are consequent upon the Tariff Board inquiries as follows:

1 industrial chemicals and synthetic resins—review (interim report)
2 ethylene oxide derivatives
3 hydrogen peroxide (Dumping and Subsidies Act).

AMENDMENTS OF PART II, OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1971

Tariff no.	Goods	Rate of duty: General	Rate of duty: Preferential
Omit item 28.54, insert the following item:			
28.54	*Hydrogen peroxide (including solid hydrogen peroxide):		
28.54.1	Solid hydrogen peroxide	7½%	Free
28.54.9	Other	25%	15%
Omit sub-item 29.02.1. insert the following sub-item:			
29.02.1	Carbon tetrachloride; trichloroethylene; tetrachloroethylene; 1,2-dichloroethane; dichlorodiphenyldichloroethane; chlorobenzenes	40%	30%
Omit sub-items 29.04.3 and 29.04.4, insert the following sub-items:			
29.04.3	Butyl alcohols other than n-butyl alcohol; monohydric primary alcohols containing not less than 6 carbon atoms	25%	15%
29.04.4	Sorbitol: mannitol; n-butyl alcohol; ethanediol	40%	30%
Omit sub-items 29.08.1 and 29.08.2, insert the following sub-items:			
29.08.1	Ethyl methyl ketone peroxide; di-t-butyl peroxide; trichloronitroanisole; tetrachloronitroanisole; t-butyl hydroperoxide; trichloronitrodimethoxybenzene; goods being ethylene oxide derivatives	40%	30%
29.08.2	Diethyl ether; di-isopropyl ether	25%	15%
Omit sub-items 29.14.1 and 29.14.2, insert the following sub-items:			
29.14.1	Acids, salts and esters as follows: acetic acid (including commercial acetic acid and crude pyroligneous acid), and its salts; aliphatic acids containing not less than 8 and not more than 22 carbon atoms, and their salts; ammonium, potassium and sodium benzoates; calcium propionate; sodium propionate; amyl acetates; ethyl acetate; butyl acetates, other than n-butyl acetate; esters of monoacids in which a component is an ethylene oxide derivative, other than esters of acetic acid; esters of aliphatic monoacids in which any aliphatic acid component contains not less than 8 and not more than 22 carbon atoms, not being goods of a kind used for flavouring	25%	15%
29.14.2	Peroxides; n-butyl acetate; t-butyl perbenzoate; esters of acetic acid in which a component is an ethylene oxide derivative	40%	30%
After sub-item 29.15.2 insert the following sub-item:			
29.15.3	Bis(ethylene glycol monomethyl ether) adipate; bis(triethylene glycol monomethyl ether) adipate	40%	32½%
Omit sub-item 29.23.1, insert the following sub-item:			
29.23.1	Ethanolamines	40%	30%
Omit sub-item 29.24.1, insert the following sub-item:			
29.24.1	Quaternary ammonium salts and hydroxides:		
29.24.11	Choline chloride; betaine hydrochloride for use in animal feeds	40%	30%
29.24.19	Other	25%	15%
After sub-item 29.25.2.insert the following sub-item:			
29.25.3	Stearic acid diethanolamide	40%	32½%
Omit item 34.02, insert the following item:			
34.02	*Organic surface-active agents; surface-active preparations and washing preparations, whether or not containing soap:		
34.02.1	Goods being or based on ethylene oxide derivatives	40%	30%
34.02.9	Other	25%	15%
Omit paragraph 34.04.11, insert the following paragraphs:			
34.04.11	Being or based on polyethylene glycols	40%	30%
34.04.12	Being or based on ethylene oxide derivatives not being goods falling within paragraph 34.04.11; being or based on glycerol esters	25%	15%
Omit sub-items 38.11.3 and 38.11.4, insert the following sub-items:			
38.11.3	Goods, wholly of, or with a basis of: (a) chlorobenzenes; (b) 2, 4-dichlorophenoxyacetic acid, its salts or esters; (c) 2, 4, 5-trichlorophenoxyacetic acid, its salts or esters; (d) dichlorodiphenyldichloroethane, pentachlorophenol, sodium pentachlorophenoxide, combined or separate; or (e) tetrachloronitroanisole, trichloronitroanisole, trichloronitromethoxybenzene, combined or separate, not being mosquito spirals and coils or fly-papers	40%	30%
38.11.4	Goods, as follows: (a) disinfectants; (b) herbicides; (c) stock washes; (d) insecticides; (e) nematicides; or (f) acaricides, not being mosquito spirals and coils or fly-papers, not being of camphor and not being wholly of or with a basis of hexachlorocyclohexane or dichlorodiphenyltrichloroethane	40%	30%
Omit sub-item 38.19.1, insert the following sub-item:			
38.19.1	Goods, as follows: (a) oils; (b) fusel oil; (c) alkyl sulphonic esters of phenol, of cresol or of phenol and cresol for use in vinyl asbestos floor coverings; (d) polyethoxylated ethanolamines; (e) ethylene glycol monomethyl ether esters of by-product acids derived from the manufacture of nylon; (f) triethylene glycol monomethyl ether esters of by-product acids derived from the manufacture of nylon:		
38.19.11	Oils: fusel oil	$0.075 per gal	$0.05 per gal
38.19.19	Other	40%	32½%
Omit sub-items 38.19.6 and 38.19.7, insert the following sub-items:			
38.19.6	Goods, as follows: (a) alkylaryl hydrocarbons of a kind suitable for use in the manufacture of surface-active agents; (b) alkylaryl sulphonic acids of a kind suitable for use in the manufacture of surface-active agents; (c) goods known as lead sub-oxide that are the product of incomplete calcination of lead and consist of lead monoxide and elemental lead; (d) epoxidised aliphatic monoacids containing not less than 8 and not more than than 22 carbon atoms and their esters; (e) salts and esters of aliphatic monoacids in which any aliphatic acid component contains not less than 8 and not more than 22 carbon atoms; (f) salts of naphthenic acids; (g) mixed glycerol esters; (h) phenol monosulphonic acids; (i) phenol disulphonic acids; (j) condensates, being reaction products of: (i) butyraldehyde with mixed dimethylphenols; (ii) 2-(methylcyclohexyl)-4-methylphenol with formaldehyde; (iii) 4-methyl-6-t-butylphenol with formaldehyde; (iv) diphenylamine with acetone; or (v) ethyl chloride with formaldehyde and ammonia; (k) goods put up for retail sale being: (i) fire retardant preparations for timber; (ii) ink removers; (iii) ion exchangers; (iv) sulphonaphthenates; (v) naphthenic acid; (vi) plasters and preparations with a basis of plaster of a kind used solely or principally in dentistry	25%	15%
38.19.7	Goods, as follows: (a) styrenated phenol; (b) mixed polyethylene glycols; (c) mixed ethanolamines	40%	30%
Omit paragraph 39.01.12, insert the following paragraph:			
39.01.12	Goods: (a) of aminoplasts; (b) of phenoplasts;	40%	30%

(continued on next page)

AUSTRALIA
continued

Tariff no.	Goods	Rate of duty: General	Rate of duty: Preferential
	(*c*) of polyethylene glycols; (*d*) of the alkyd type; (*e*) of the modified resin ester type; (*f*) of the epoxy type; (*g*) being brake fluids, being, or having as a basis, a substance that is an ethylene oxide derivative; (*h*) being ethers or esters of polyethylene glycols; or (*i*) being ethers or esters of ethylene oxidepropylene oxide condensates derived primarily from ethylene oxide, not being adhesives		
Omit paragraphs 39.01.14 and 39.01.15, insert the following paragraphs:			
39.01.14	Goods of the unsaturated polyester type, not being adhesives	25%	15%
39.01.15	Polyols, as defined by by-law:		
39.01.151	Polymers of ethylene oxide with a molecular weight greater than 20,000; ethylene oxidepropylene oxide condensates derived primarily from ethylene oxide	40%	40%
39.01.159	Other	Free	Free
Omit paragraphs 39.02.12 and 39.02.13, insert the following paragraphs:			
39.02.12	Goods of polyethylene having a density at 23°C of not less than 0.941 gramme per millilitre, not being adhesives	60%	50%
39.02.13	Goods: (*a*) of the coumarone-indene type; (*b*) of the cyclopentadiene copolymer type; (*c*) of the petroleum resin type; (*d*) of the propylene type; (*e*) of the styrene type; (*f*) of the vinyl or vinylidene type; or (*g*) of the ethylene type, not being goods falling within paragraph 39.02.11 or 39.02.12	40%	30%
Omit paragraph 39.03.15, insert the following paragraphs:			
39.03.15	Collodions; goods of: (*a*) carboxymethylcellulose; (*b*) hydroxyethyl ethylcellulose; (*c*) hydroxyethyl methylcellulose; (*d*) hydroxypropyl methylcellulose; (*e*) methylcellulose; (*f*) methylethylcellulose, propyleneglycol methylcellulose; (*g*) sodium carboxymethylcellulose; (*h*) sodium carboxymethylhydroxyethylcellulose; or (*i*) celluloid, not being adhesives	7½%	Free
39.03.16	Goods of hydroxyethylcellulose, not being adhesives	40%	30%
After note 11 to Chapter 40 insert the following note: 12. In this Chapter, a reference to 'oil extended' means in relation to goods of rubber, goods containing by weight, more than fourteen parts of oil per one hundred parts of rubber calculated by reference to the dry weight of rubber in the goods.			
Omit sub-item 40.02.3, insert the following sub-item:			
40.02.3	Goods, as follows: (*a*) of polybutadiene; (*b*) of polybutadiene-styrene or (*c*) of polybutadiene and polybutadiene-styrene:		
40.02.31	Latexes	60%	60%
40.02.39	Other	50%	50%
Omit sub-item 40.05.3, insert the following sub-item:			
40.05.3	Goods, as follows: (*a*) of polybutadiene; (*b*) of polybutadiene-styrene; or (*c*) of polybutadiene and polybutadiene-styrene, not being goods falling within a preceding sub-item:		
40.05.31	Latexes	60%	60%
40.05.39	Other	50%	50%
Omit sub-item 40.06.6, insert the following sub-item:			
40.06.6	Goods, as follows: (*a*) of polybutadiene; (*b*) of polybutadiene-styrene; or (*c*) of polybutadiene and polybutadiene-styrene, not being goods falling within a preceding sub-item:		
40.06.61	Latexes	60%	60%
40.06.69	Other	50%	50%

EDB ext. 401/468/469

TARIFF BOARD (DUMPING) INQUIRY ON DUPLICATOR STENCILS: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65: (a) whether duplicator stencils, tariff item 48.13.000, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation; (b) if so, whether the exportation of those goods is causing or is threatening injury to an Australian industry. Interim anti-dumping action in the form of cash securities has been imposed on goods exported to Australia on and after April 4, 1972. This matter has been reported by the British High Commission at Canberra, which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence. Notification must be given to the Australian authorities not later than April 25, 1972. Before that date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should advise the Commercial Relations and Exports Division, quoting reference CRE 873/72. Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London S.W.1. (Tel: 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. **CRE ext. 2318/2319**

SPECIAL ADVISORY AUTHORITY INQUIRY ON FILAMENT YARNS: The Australian Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of raw continuous filament yarns of nylon and of polyester (tariff item 51.01.900). The relevant statistical key codes for nylon yarns are 677, 688, 699, 702 and for polyester yarns are 21, 484 and 495. Tariff details from Export Data Branch (ext. 401/468/469).

The Special Advisory Authority is required to report within 30 days of the date of the reference (in this case by May 3, 1972). In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (tel: 01-799 7447) reference CRE 864/72. **CRE ext. 2318/2319**

New Zealand

CUSTOMS TARIFF INQUIRIES—VARIOUS GOODS: The New Zealand Minister of Customs has referred to the Tariff and Development Board for inquiry and report the question of the nature and extent of the protection, if any, which it considers appropriate for New Zealand industry in respect of the importation of the goods listed in the attached schedules. This reference arises from the publication, in a Supplement to the *New Zealand Gazette* dated October 7, 1971, of a Notice of Proposed Exemptions from Import Licensing and from representations received in response to that Notice. For the purpose of taking evidence the Board will hold public hearings commencing at 10.30 a.m. on the dates shown below in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington.

Goods	Date of public hearing	Closing date for receipt of representations	Tariff provisions item under reference
Portland cement	Thursday, June 29	Thursday, June 8	Schedule A
Furskins	Tuesday, July 4	Tuesday, June 13	Schedule B
Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars	Tuesday, July 11	Tuesday, June 20	Schedule C

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of cofidential evidence, to be presented under oath at the public hearing, at the Board's office no later than the dates shown above. *Notes for the*

Guidance of Witnesses, which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757, ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it. British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc. (PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', tele: Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. (The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.)

SCHEDULE A

No.	Description		Rates of duty BP	MFN	GEN
25.23	Portland cement, ciment fondu, slag cement, supersulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker:				
25.23.001	White cement	per ton	$1.33	.. DC $1.33	$3.66
25.23.009	Other	per ton	$1.33	..	$3.66

SCHEDULE B

43.02	Furskins, tanned or dressed, including furskins assembled in plates, crosses and similar forms; pieces or cuttings, of furskin, tanned or dressed, including heads, paws, tails and the like (not being fabricated):			
43.02.001	Furskins	17½%	17½%	20%
43.02.002	Furskins assembled in plates, crosses and similar forms	32½%	50%	80%
43.02.009	Other	17½%	17½%	20%

SCHEDULE C

No.	Description	Rates of duty BP	MFN	GEN
87.09	Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars; side-cars of all kinds: Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars: Having engines with a total piston displacement:			
87.09.001	Not exceeding 60 c.c.	12½%	32½%	50%
87.09.002	Exceeding 60 c.c. but not exceeding 125 c.c.	12½%	32½%	50%
87.09.003	Exceeding 125 c.c. but not exceeding 250 c.c.	12½%	32½%	50%
87.09.004	Exceeding 250 c.c.	12½%	32½%	50%
87.09.005	Having other than piston engines	12½%	32½%	50%

Schedule A

Ref: CRE 179/71 **CRE ext. 2321**

EMERGENCY PROTECTION AUTHORITY AND TARIFF AND DEVELOPMENT BOARD REPORTS: Copies of the following New Zealand reports are available from Commercial Relations and Exports Division:

Tariff no.	Description
56.07.48	Woven acrylic fabrics
39.02.71	Unsintered polytetraflouroethylene tape

Ref: CRE 3069/71. CRE 841/69. **CRE ext. 2321**

TARIFF AND DEVELOPMENT BOARD REPORT: Copies of the report on Floor Coverings (Tariff No. 39.01.61 etc.) are available from the Commercial Relations and Exports Division. Details of all items in the report are contained in *Board of Trade Journal*, December 24, 1969, page 1742. **CRE ext. 2321**

CUSTOMS TARIFF CHANGES: The New Zealand Government has issued Customs Tariff Amendment Order No. 4, 1972 which came into force on March 17, 1972, amending the duty on polytetra fluoroethylene tape, unsintered, to read as follows:

39.02.111	B.P. 15% Australia Free	General tariff 15%

EDB ext. 401/468/469

Canada

BRITISH COLUMBIA: New Workmen's Compensation Board safety regulations have been adopted which will require adjustments to equipment used in industry. Copies of the new regulations are awaited. In the meantime, copies of an extract from the *B.C. Journal of Commerce* of March 27, 1972, giving the main changes affecting the construction and allied industries, are available. The changes are due to come into effect on May 1, 1972, and apply to off-highway trucks and wagons, etc., industrial and agricultural tractors, tower cranes, vehicles used to transport workmen, diesel engines, helicopters, hoist and work platforms, airless spray equipment, velocity tools, etc. **EDB ext. 455/456/457**

United States

METHYL SALICYLATE: *Trade and Industry* of December 2, 1971, gave notice of a proposal to establish child-protection packaging standards for certain liquid preparations containing methyl salicylate (wintergreen oil). The proposal, with certain changes, has now been adopted and becomes effective on September 21,1972. **EDB ext. 455/456/457**

BRAKE FLUIDS: The National Highway Traffic Safety Administration has announced proposals concerning labelling for motor vehicle brake fluids not regulated by standard No. 116. Comments should be submitted (10 copies) by May 22, 1972 to Docket Section, NHTSA, Room 5219, 400 Seventh Street, SW, Washington, DC 20590; Docket No. 71-13 should be quoted. (FR 22/3/72) **CRE ext. 2397**

CHILDREN'S SLEEPWEAR: *Trade and Industry* of August 18, 1971, gave notice that a standard for the Flammability of Children's Sleepwear would become effective on July 29, 1972. Following a number of enquiries the Federal Trade Commission has announced it's interpretation of certain phrases in the Standard. (FR 23-3-72). **EDB ext. 455/456/457**

LIQUID FURNITURE POLISH: *Trade and Industry* of September 30, 1971 announced proposed child protection packaging standards for certain liquid furniture polishes. The proposal has now been adopted and becomes effective on September 13, 1972. (FR 17-3-72). **EDB ext. 455/456/457**

Nicaragua

AGENCY LEGISLATION: A law which came into effect in Nicaragua on February 18, 1972 stipulates the terms, conditions, penalties and compensation that will apply to all agreements between local agents/distributors and overseas principals. An unofficial translation of the law is available from the Marketing Methods Section of Export Services Division. **EDB ext. 477**

Brazil

CUSTOMS TARIFF AMENDMENTS: Brazilian Customs Policy Council Resolution No. 1212 reduces the import duty on the following goods from 45 per cent to 10 per cent *ad valorem* c.i.f., under heading 74.05.00.00 of the Brazilian Customs tariff:

Copper foil, obtained by electrodeposition, cut into spools,

(*continued on next page*)

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (P1), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.

'T & I' subscriptions and sales

Subscriptions and sales inquiries about *Trade and Industry* should be directed to HMSO at any of the following addresses, 49 High Holborn, London, W.C.1; 13a Castle Street, Edinburgh 2; Brazennose Street, Manchester 2; 258 Broad Street, Birmingham 1; 109 St. Mary Street, Cardiff CF11 JW; 50 Fairfax Street, Bristol BS1 3DE; 7-11 Linenhall Street, Belfast 1; or through any bookseller.

BRAZIL
continued

having one face covered with adhesives, with a maximum thickness of 0.07 mm and a maximum weight of 632 grams per square metre, excluding the layer of adhesive.

The reduction in duty will be available exclusively on imports of materials intended for use by firms producing thermorigid coppered plastic sheets, for printed circuits and similar uses.

Brazilian Customs Policy Council Resolution No. 1215 introduces the following amendment to the tariff:

Tariff No.	Description	Duty, *ad valorem*, cif
70.10.99.00	Other	170%
	Ex: Carboys of tempered glass, with a capacity of 20 litres, of clear or pale blue glass, with screw neck, intended for the transport and storage of natural mineral water	10%

Brazilian Customs Policy Council Resolution No. 1216 makes the following amendments to the Brazilian Customs Tariff:

70.11.01.01	Glass envelopes for black and white television	30%
70.11.01.02	Glass envelopes for colour television	17%
70.11.01.99	Other	17%

EDB ext. 474/476/7312

Venezuela

IMPORT LICENSING: A resolution of the Venezuelan Ministries of Finance and Development of March 8, 1972, stipulates that the products listed below require an import licence when they are packed in aerosol (spray) containers.

Tariff no.	Description
533-03-01	Prepared paints
533-03-02	Enamels, lacquers and varnishes.

TARIFF AMENDMENTS: Resolutions dated March 8, 1972 of the Venezuelan Ministries of Finance and Development made the following alterations to the Venezuelan Customs tariff:

Tariff no.	Description	Duty Bolivares per kilo gross
599.01.04.4	Carbonxymethylcellulose	1.90
681.13.04.1	couplings (nipples) from 6.35mm (¼ in.) up to 303.2mm (8 in.) in diameter and up to 60.96 cms. (24 in.) in length, of iron or steel	4.00
681.13.04.9	Other fittings of iron and steel for pipes and conduits	0.005
699.12.02.1	Complete handsaws and hacksaws blades of all types (4)	0.001
699.12.02.9	Other hand tools for artisans	0.001
699.18.07	Scutcheons, drawer handles and latches of base metals	1.20

(4) = Import licence required from the Ministry of Development.

EDB ext. 474/476/7312

Uruguay

EXCHANGE MARKET REGULATIONS: A notice in *Trade and Industry* on May 19, 1971, announced new arrangements for the sale of foreign exchange to pay for imports. Clause 3 of this Circular has been amended by Uruguayan Central Bank Circular No. 358 of March 2, to read as follows:

'Upon presentation of shipping documents and the definite or provisional import despatch of the goods imported, authorised by the Bank of the Republic, importers will deposit the equivalent in Uruguayan currency so that the sale of exchange referred to in Clause 2 may be effected at the selling rate of exchange in force at the time of making the deposit referred to.'

Other modifications have been made to Exchange Market regulations by Uruguayan Central Bank Circulars Nos. 358 and 359, copies of which are available upon request.

EDB ext. 474/476/7312

GOODS EXEMPT FROM SUSPENSION OF CAPITAL GOODS: Further to the notice about the suspension of capital goods until June 30, 1972, which was published in *Trade and Industry* on March 23, the list of those goods exempted has now been amended by the following addition to clause (c) of Article 2 of Decree No. 246/971: 'Imports authorised by the Ministry of Finance for the installation of industrial plants whose production is considered by the Ministry of Industry and Commerce, and subject to the necessary report of the Office of Planning and Budgeting, in the interest of the country.'

MINIMUM SURCHARGE FOR MOTOR VEHICLE KITS: Further to the notice about the minimum surcharge being fixed at 10 per cent, published in *Trade and Industry* on March 23, Decree No. 177/972, recently published, rules that 'these dispositions will not apply to imports included in Article 46 of Decree No. 128/970 of March 13, 1970 and Article 1 of Decree No. 119/971 of March 3, 1971 (which refer to motor vehicle kits) for which the minimum surcharge will continue to be 15 per cent.' Unofficial translations of the relevant decrees are available. **EDB ext. 474/476/7312**

Peru

PESTICIDE REGULATIONS: Supreme Resolution No. 187-72-AG published on March 14, 1972, details regulations for the trade in agricultural pesticides and similar products in Peru. A copy of this Resolution, in Spanish, is available for inspection.

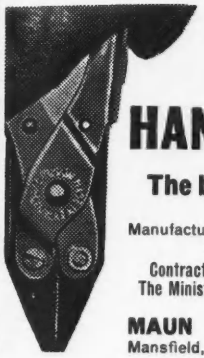
EDB ext. 474/476/7312

PROHIBITIONS: Directorial Resolution No. 361-72-IC/DGI/DECI of March 9, 1972, adds more products to the Peruvian National Register of Manufactured Products. These products can no longer be imported unless local industry fails to meet local demands as regards quality and quantity. Parts of the following tariff numbers are affected: 30.03 33.06 34.01.

EDB ext. 474/476/7312

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



MAUN
HAND TOOLS
The best to get hold of

Manufacturers of stationers punches eyeletting tools, pliers etc.
Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD.
Mansfield, Notts. Telephone: 24525

To advertise in
Trade and Industry
Incorporating the Board of Trade Journal
telephone
01-248 9876
extn. 6147/8

rate card from

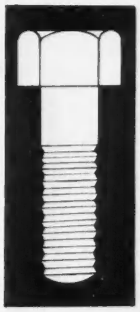
HMSO
(P3) Room D92,
Atlantic House,
Holborn Viaduct,
London, EC1P 1BN

ALDER MILES DRUCE LTD
BEACONSFIELD ROAD, HAYES, MIDDX.
Tel. 01-573 7766 Telex 267909

BRANCHES AT
Manchester, Nottingham, Glasgow, Southampton, Brandon, Bristol, Dartford, Bridgend. Hebburn.

Stockists and Distributors of—
Industrial Fasteners
Bolts and Setscrews
Nuts and Washers
Nyloc Nuts
Rolled Thread Screws
GKN & UNBRAKO Products

in all materials including Stainless Steel; in all threads including Metric



ALUMINIUM HOLLOWARE

Catering equipment for hotels, canteens, restaurants, etc.

Williams (Pressings and Spinnings) Co. Ltd.

Crown Street,
Wolverhampton,
Staffs.
Telephone: Wolverhampton 25979

THE QUEEN'S AWARD TO INDUSTRY
FOR TECHNOLOGICAL INNOVATION
IN AUTOMATED FEED MILLING
TO
SCOTTISH MECHANICAL LIGHT INDUSTRIES LTD

FEED PLANTS — **WITHOUT LABOUR**

High quality animal feeds in continuous flow production with low capital outlay and negligible running cost.
From 3 Tons/hr to 15 Tons/hr

AUTOMATED FEED MILLS LIMITED
SCOTMEC WORK, AYR, SCOTLAND
TEL. AYR (0292) 64801

E. W. Kendall & Co. Ltd.
FOR
CARBIDE TIPPED CIRCULAR SAW BLADES MACHINE KNIVES AND ROUTER CUTTERS FOR ALL TRADES

write or telephone
212-214 Ravenscroft Road, Beckenham, Kent.
Telephone: 01-778 3957/4353

Department of Employment Gazette
Single copies 50p (by post 56½p)
Annual subscription £6.65 including postage
Published by Her Majesty's Stationery Office
and obtainable from Government Bookshops
49 High Holborn, London, WC1V 6HB;
13A Castle Street, Edinburgh, EH2 3AR;
Brazennose Street, Manchester, M608AS;
258 Broad Street, Birmingham, B1 2HE;
109 St. Mary Street, Cardiff, CF1 1J W;
50 Fairfax Street, Bristol 1, BS1 3DF;
80 Chichester Street, Belfast, BT1 4JY;
or through booksellers

We are unequalled for our Quality · Service · Technology in
PLATING ON PLASTICS
King & Fowler FINISHES LTD
Jamaica Street, Liverpool L1 0AQ
Telephone: 051-709 8411
Ask about our progress on Polypropylene

General sheet metal workers, metal polishers to the trade

Cutting capacity 10' x ¼"
Brake Press 10' x ⅛"

Leslie T. Clark (Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: 01-594 5666-7-8
Member of the Stainless Steel Fabricators Association.

HARD ENAMEL BADGES ★ CUFF LINKS
CRESTED PEWTER TANKARDS
MEN'S WEAR ACCESSORIES
LEATHER AND PLASTIC BACKED CAR KEY FOBS
Custom made for sales promotion depicting company logos, trade marks, town crests, universities, etc.

MANHATTAN-WINDSOR GROUP
STEWARD STREET, BIRMINGHAM 18, ENGLAND
Telephone: 021-454 6404 **Telex: 338633**

Wire exporter advises: don't stretch your luck.

This Sheffield company makes over 2,500 tons of wire and wire products a week. Last year its export turnover was £2.5 million – a 400% increase in overseas sales in ten years.

How is it done – in the face of intensive price competition from Europe and Japan?

No cover, no entry

Managing Director Mr M.H.V. attributes his company's success to policies of continual plant modernisation and adventurous marketing tempered with realism.

New plant helps keep prices competitive. Bold marketing means going hard into any countries where business is possible. Realism means insuring with ECGD – against bad debts and sterling transfer and other financial risks.

'Without ECGD cover,' says Mr M.H.V., 'we just couldn't market to some areas because of economic risks – fears that they might run out of sterling and so on.'

Security aids growth

The company's bold policy – backed by ECGD cover – has paid off. Now they're developing new uses for wire, and finding plenty of growth potential in industrial, agricultural and consumer products.

If you're in exporting, it's folly to stretch your luck further than you need. Talk about export credit insurance this week to your local ECGD Manager, or write for the free fully-explanatory booklet to Information Section, ECGD, Aldermanbury House, Aldermanbury, London EC2.

Export Credits Guarantee Department:
London, Bedford, Belfast, Birmingham, Bradford, Bristol, Cardiff, Crawley, Edinburgh, Glasgow, Leeds, Liverpool, Manchester, Newcastle upon Tyne, Nottingham, Reading, Sheffield.

ECGD
Export with an easy mind

CRC122

Registered as a Newspaper. Published by Her Majesty's Stationery Office. Atlantic House, Holborn Viaduct, London, EC1P 1BN, for the Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.
SBN 11 721898 7